

# Grain Dealers Journal

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1874

1924

## On Our Golden Anniversary

After fifty years of continuous service in the grain trade, it seems appropriate to express our great appreciation for the patronage which has made our present organization possible and to send to you best wishes for a Happy Christmas and a New Year filled with abundant prosperity. x x x x

Lamson Bros. & Co.  
Chicago, Illinois





# When Europe Thinks of Wheat

The pendulum of supply and demand swings to and fro. It is unceasing.

And as it swings the grain exchange—the works inside the clock—registers the price of wheat. It is the price established by buyers and sellers of the world.

Into Chicago, the Bagdad of the grange, flows a perpetual river of grain—four hundred million bushels in a single year.

This colossal cash market is supplemented by futures trading. When Europe thinks of wheat she thinks of Chicago's future market. It is to this futures exchange that the whole world turns in anticipating forward needs. It is here, too, that miller, manufacturer and exporter hedge purchases and sales, thus insuring against loss through price swerves.

The ideal grain market must be open and continuous. When the crisis comes it must function smoothly just as in normal times. It must absorb the farmers' grain at any hour of any business day at prevailing world values.

Such has been the unbroken record of the Chicago Board of Trade during a period of turmoil fraught with political and economic uncertainties. Such will be its record in the years to come. "Bargain Counters" for wheat, the myths of the agitator, have been soundly rejected. Farmers are done with economic tinkering.

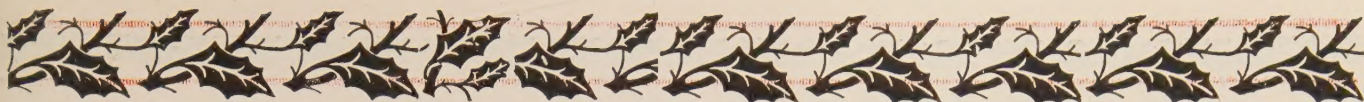
As agriculture and commerce grow, the value of futures trading becomes more apparent. Hence it is being extended wherever possible. For it means stabilization.

The new cotton futures market on the Chicago Board of Trade is a step in this direction. It will increase public interest in cotton, create wider support and thus broaden and stabilize the market to the benefit of producer and consumer.

## CHICAGO BOARD OF TRADE

*Literature descriptive of the Chicago  
Board of Trade may be had on request.*





# MEMPHIS

is the largest mixed feed manufacturing center in the country. Being a large railroad center, Memphis is the gateway to the mixed feed consuming territory of the Southeast, while on the other hand it is admirably located to draw grain from the large grain-raising sections of the Middle West and Southwest. This location, which is served by 12 trunk line railroads, and the great Mississippi river, has greatly aided Memphis merchants in developing the feed manufacturing industry.

If you are a Northern or Western grain dealer, you have a market for your products in Memphis. If you are a Southern dealer, Memphis can supply your needs in grain, mixed feed and hay.

Get into communication with the firms listed below:

## *Memphis Merchants' Exchange Members*

### **E. E. Buxton**

Broker & Commission  
Merchant

### **Walter M. Browne**

Brokerage & Commission—  
Consignments

### **Ben. H. Williamson & Co.**

Brokers—Flour, Feed, Grain,  
Alfalfa Meal

### **Gillespie Grain Co.**

Grain, Hay, Mixed Feed &  
Mill Feed. Ear Corn a  
Specialty

### **Farabee Hay & Grain Co.**

Specializing in Ear Corn  
and Hay

### **Lee D. Jones**

Specializing in Hay, Ear Corn  
& Red Rust Proof Oats

### **Sessum Grain Co.**

Grain, Mixed Feed

### **L. P. Cook**

Receiver and Shipper

### **Cereal Byproducts Co.**

Wheat Feeds, Alfalfa Meal,  
Byproducts, Feeds

### **Embry E. Anderson**

Grain, Hay, Ear Corn a  
Specialty

### **Mississippi Elevator Co.**

Grain Dealers, Feed Mfrs.

### **U. S. Feed Co.**

Grain

### **Scruggs-Robinson Co.**

Broker, Com. Merchant,  
Consignments

### **Davis & Andrews Co.**

Millers & Grain Dealers

### **Edgar-Morgan Co.**

Mixed Feed Mfrs.

### **Denyven & Co.**

Brokerage & Commission

### **Royal Feed & Milling Co.**

Mixed Feed Mfrs.

### **John Wade & Sons, Inc.**

Grain, Feed, Flour

### **International Sugar Feed Co.**

Mfrs. Sweet Mixed Feed

### **Heckle Bros.**

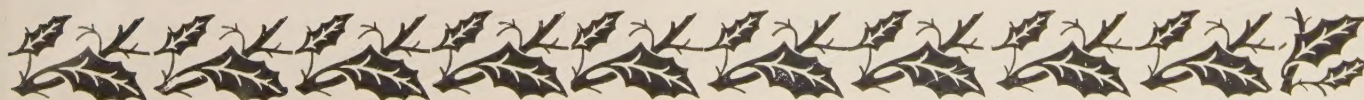
Brokers of Grain-Flour-Feed

### **The Quaker Oats Company**

Feed Manufacturers

### **E. L. Luibel Company**

Broker Commission Con-  
signments





# INDIANAPOLIS

offers exceptional opportunities to shippers of all grains. Its local consumption is large and its many diverging lines of railroads enable it to serve great consuming districts in the East and South.

It is the railroad terminal for Western, Eastern and Southern lines. Its main line connections between East and West guarantee prompt handling. Indianapolis has ample and efficient grain handling facilities and its advantageous location makes it the convenient market for your grain.

The thorough service rendered by the Indianapolis grain firms assures you of complete satisfaction on shipments to this market.

Acquire the Indianapolis habit and ship to any of these Board of Trade Members:

**The Bingham Grain Co.**

**Bert A. Boyd Grain Co.**

**The Cleveland Gr. & Mlg. Co.**

**Hart-Maibucher Co.**

**Hayward Rich Grain Co.**

**The Lew Hill Grain Co.**

**W. F. Kassebaum**

**H. E. Kinney Grain Co.**

**Wm. R. Evans Grain Co.**

**National Elevator Co.**

**Steinhart Grain Co.**

**Frank A. Witt**

**James E. Bennett & Co.**

**SOME GRAIN DEALERS** have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.



**W**ITH a light heart  
and a friendly hand  
we extend to those  
in the grain trade and  
associated industries our  
cordial good wishes for  
a Happy Holiday Season  
and a New Year filled  
with the blessings of  
Peace and Prosperity.

## MILWAUKEE

### Chamber of Commerce Members

Bush Grain Co.

LaBudde Feed & Grain Co.

E. P. Bacon Co.

Froedtert Grain & Malting Co.

Donohue-Stratton Co.

W. M. Bell Co.

Cargill Grain Co.

Henry Rang & Co.

Fraser-Smith Co.

Mohr-Holsten Com. Co.

Buerger Commission Co.

Duhne & Co.

L. Bartlett & Son Co.

Milwaukee Grain Commission Co.

P. C. Kamm Co.

J. V. Lauer & Co.

Roy I. Campbell

(Successor to Runkel & Dadmun)



# NASHVILLE

Shippers of all kinds of grain will find a ready market in Nashville. The mills at this market are at all times desirous of purchasing good quality grain, especially wheat.

Buyers of flour, field seed and feedingstuffs will find it to their advantage to establish connections with Nashville firms dealing in these commodities.

Nashville has a well organized Grain Exchange whose members have a national reputation for fair and square dealing. Its inspection department is equally rated for its unbiased, careful and accurate grading of grain.

Get into communication with any of the firms whose names appear below.

***The Gillette Grain Co.***

Operators Steel Elevator.

***Tennessee Grain Co.***

Receivers and Shippers.

***John A. Tyner & Son, Inc.***

Wholesale Grain, Stock Peas.  
Storage Sacked or Bulk.

***J. H. Wilkes & Co.***

Grain, Flour, Feeds.

***South Land Mill & Elevtr. Co.***

Millers of Soft Red Wheat & Corn.

***Geo. W. Hill & Co.***

Brokers—Grain, Feed, Seeds, Hay,  
Flour and Meal.

***W. R. Tate***

Receivers and Shippers.

***W. H. Crozier & Co.***

Grain and Feed Mfr.

***J. R. Hale & Sons***

Receivers and Shippers.

***Chas. D. Jones & Co.***

Receivers and Shippers.

***Chas. A. Hill & Co.***

Seeds and Grain.

***W. P. Bell***

Brokers—Grain, Hay & Flour.

***E. W. Holt***

Receivers and Shippers.

***Nashville Warehouse & Elevator Co.***

Public Elevator with Hess Drier.

When writing advertisers mention the Grain Dealers Journal of Chicago which works to improve your trade conditions. By so doing you help it and your own business.



# ST. LOUIS

Surrounded by the great grain producing areas of the Mississippi Valley desires to serve you—

Located where 26 lines of railroads converge, it has unexcelled transportation from the grain producing areas of Missouri, Illinois, Kansas, Iowa, Colorado and States further west—

The terminus of eastern trunk lines, and having direct through lines to the gulf, including a modern government operated barge line to New Orleans, at a differential of 4 cents per bushel on wheat and 3.64 cents on corn under the rail rate, St. Louis is regarded by foreign buyers as a logical starting point for foreign grain shipments. The lower freight rate by water enhances the price at St. Louis which inures to the benefit of the country shipper—

The enormous flour and feed milling industries of the city, enjoying many in-transit privileges and selling their product for export and to the cotton producing south, also take a large percentage of St. Louis grain receipts—

*Give any of these members of the St. Louis Merchants Exchange listed here an opportunity to prove to you the advantages of this market—*

Martin & Knowlton Grain Co.  
Marshall Hall Grain Co.  
Langenberg Bros. Grain Co.  
Seele Bros. Grain Co.  
Nanson Commission Co.  
Kellogg-Huff Commission Co.  
Turner Grain Co.  
Picker & Beardsley Com. Co.  
Schultz & Niemeier Com. Co.  
Fuller-Wooldridge Com. Co.

Jostes-Lusk Grain Co.  
Von Rump Grain Co.  
Morton & Co.  
W. J. Edwards Grain Co.  
Stokes-Barkley Grain Co.  
McClelland Grain Co.  
Wm. D. Orthwein Grain Co.  
Hunter Grain Co.  
Powell & O'Rourke Grain Co.  
Hunter Robinson Mlg. & Grain Co.



# DENVER

Grain shippers who are anxious to get the most from their grain will find it to their advantage to investigate the merits of the Denver market. After a thorough investigation it is a known fact that it will receive your shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

**T. D. Phelps Grain Co.**  
Wholesale Grain and Beans.

**The Summit Grain Co.**  
Receivers and shippers of all kinds of grain.  
Elevators: Denver, Cheyenne Wells and Arapahoe, Colo.

**O. M. Kellogg Grain Co.**  
Receivers shippers of all kinds of grain.

**Farmers Union Mfg. & Elev. Co.**  
Millers and Grain Merchants.  
38th and Wynkoop Sts.

**The Conley-Ross Grain Co.**  
Wholesale Grain.

**The Ady & Crowe Mercantile Co.**  
Grain, Hay, Beans.

**Rocky Mountain Grain Co.**  
Grain Merchants—Export and Domestic.

## Denver Elevator

Wholesale Grain, Flour, Mill, Feed and Pinto Beans.  
We operate 30 elevators in eastern Colorado.

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Your grain going via lake to the Atlantic seaboard must go through

# Buffalo

Any of the Corn Exchange members listed below can serve you exceptionally well.

**Grain Marketing Co.**  
Grain Merchants

**A. C. Davis, Inc.**  
Grain Commission

**Globe Elevator Company**  
Receivers and Shippers

**J. G. McKillen, Inc.**  
Receivers and Shippers

**Pratt & Co.**  
Receivers and Shipper

**Quisenberry Feed Mfg. Co.**  
Quality Poultry, Dairy and Stock Feeds

**Sunset Feed & Grain Co., Inc.**  
Receivers and Shippers

**The Townsend-Ward Co.**  
Grain Merchandising and Consignments

**Watkins Grain Co.**  
Consignments only

**S. M. Ratcliffe**  
Commission Merchants—  
Consignments

**Seymour-Wood Grain Co.**  
Consignments

Use Universal Grain Code  
and Reduce Your Telegraph Tolls



# OMAHA

No other market is as admirably located to handle the grain crops of the West as Omaha. Situated right at the gateway of the West to the East and South it is the logical distributing point for the enormous Western crops to the large Eastern and Southern consuming district and for export.

Omaha territory produced an excellent grade of corn this year, which will work in any direction. Rely on Omaha for your corn.

Railroad and grain elevator facilities together with a well organized Grain Exchange assures satisfaction on any grain transaction entrusted to these Grain Exchange Members.

Black Hawk Grain Co.  
Albers Commission Co.  
Trans-Mississippi Grain Co.  
Mid-West Grain Co.  
Crowell Elevator Co.  
Scott Wild Grain Co.  
The United Grain Co.  
Vincent Grain Co.  
Taylor Grain Co.

Geo. A. Roberts Grain Co.  
Butler Welsh Grain Co.  
Nebraska-Iowa Grain Co.  
Updike Grain Corp.  
Maney Grain Co.  
Tiffany Grain Co.  
Holmquist Elevator Co.  
The Swanick Grain Co.  
E. Stockham Grain Co.



Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

ATLANTA, GA.

Haym & Co., H. M., wholesale brokers, grain, hay.\*

BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.\*  
Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*  
Steen & Bro., E., grain receivers and exporters.\*

BLOOMINGTON, ILL.

Hasenwinkle-Scholer Co., corn and oats.\*

BLUFFTON, IND.

Studabaker Grain & Seed Co., grain, hay, seeds.\*

BUFFALO, N. Y.

Corn Exchange Members.

Davis, Inc., A. C., grain.\*  
Globe Elevator Co., receivers and shippers.  
Grain Marketing Co., grain merchants.  
Great Lakes Grain Co., Inc., receiving and forwarding.  
McKillop, Inc., J. G., receivers and shippers.\*  
Pratt & Co., receivers, shippers of grain.\*  
Quisenberry Feed Mfg. Co., "Quality Feeds."  
Ratliffe, S. M., commission merchant.\*  
Seymour-Wood Grain Co., consignments.\*  
Sunset Grain & Feed Co., grain and feed.\*  
Townsend Ward Co., The, consignments.\*  
Watkins Grain Co., grain commission.

CAIRO, ILL.

Board of Trade Members.

Halliday Elevator Co., grain dealers.\*  
Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.\*

CEDAR RAPIDS, IOWA.

King Wilder Grain Co., grain shippers.\*  
Murrel Grain Co., Ray, receivers and shippers.\*

CHICAGO, ILL.

Board of Trade Members.

Badenoch Co., J. J., grains, millfeeds, concentrates.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Clement, Curtis & Co., members all exchanges.\*  
Dole & Co., J. H., grain and seeds.\*  
Grain Marketing Co., grain merchants.\*  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Corder, commission merchants.\*  
Holt & Co., Lowell, commission, grain and seeds.  
Hulburd, Warren & Chandler, stocks, bonds, grain, etc.  
Lamson Bros. & Co., consignments solicited.\*  
Logan & Bryan, grain, stocks, provisions.\*  
McKenna & Dickey, commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Rothschild Co., D., receivers and shippers.\*  
Rumsey & Co., grain commission.\*  
Schiffman & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Thomson-McKinnon, members leading exchanges.

CINCINNATI, O.

Grain & Hay Exchange Members.

Cleveland Grain & Mfg. Co., grain merchants.\*  
DeMolet Grain Co., receivers and shippers.\*  
Early & Daniel Co., grain, hay, feed.\*  
Scholl Grain Co., receivers and shippers.\*

CIRCLEVILLE, O.

Cook, Wade H., grain, hay and grain products.\*  
\*Members Grain Dealers National Association.

CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., shpr. grain, millfeed, oil and c. s. meal.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*

COLUMBUS, O.

Smith-Sayles Grain Co., The, buyers and shippers.\*

DAVENPORT, IA.

Davenport Elevator Co., receivers and shippers.\*

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*  
Harrison, Ward & Co., grain Belt Elevator.\*

DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain nad beans.\*  
Denver Elevator, wholesale grain, flour, millfeed.  
Kellogg Grain Co., O. M., receivers and shippers.  
Farmers Union M. & E. Co., millers, grain mchts.  
Phelps Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.\*  
Summit Grain Co., The, wheat, corn, oats, rye, barley.\*

DES MOINES, IA.

Board of Trade Members.

Lockwood, Lee, broker.

DETROIT, MICH.

Board of Trade Members.

Caughy-Jossman Co., grain and field seeds.\*  
Lapham & Co., J. S., grain dealers.\*  
Lichtenberg & Son, oats, corn, hay, straw.\*  
Simmons & Co., F. J., grain and hay.\*

DULUTH, MINN.

Board of Trade Members.

White Grain Co., receivers and shippers.\*

EMPORIA, KANS.

Trusler Grain Co., grain merchants.

FORT DODGE, IOWA.

Christensen, George, grain broker.

FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., merchants—commission consignments.  
Ft. Worth Elevators Co., gr. merchants, pub. storage.  
Gladney-Muchmore Grain Co., recvrs., shprs., consignmts.  
Grain Marketing Co., grain merchants.  
Moore-Seaver Grain Co., recvrs., shprs., consignments.\*  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Universal Mills, "Superior Feeds."

GALVESTON, TEX.

Texas Star Flour Mills, flour and corn millers, exptsrs.

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.  
Rothschild Co., S., grain, c/s products, rice, b/p.\*

HUTCHINSON, KANS.

Board of Trade Members.

Central Grain & Laboratories Co., The, recvrs.-shprs.  
Collingwood-Moore Grain Co., receivers and shippers.  
Gano Grain Co., wheat, corn, sorghums.  
Hutchinson Grain Co., mill orders.  
McReynolds, A. G., grain merchant.  
Southwest Grain Co., consignmts., country run grain.

KANKAKEE, ILL.

Breckenridge Grain Co., grain dealers.

INDIANAPOLIS, IND.

Board of Trade Members.

Bingham Grain Co., The, receivers and shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.\*  
Hart-Malbucher Co., grain merchants.\*  
Hayward-Rich Grain Co., grain commission.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Montgomery & Tompkins, receivers and shippers.\*  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.

KANSAS CITY, MO.

Board of Trade Members.

Bruce Bros. Grain Co., consignments.  
Christopher & Co., B. C., kafir, feterita, milo.\*  
Davis Grain Co., A. C., grain commission.  
Denton Hart Grain Co., consignments.\*  
Ernst Davis Grain Co., commissions.  
Hipple Grain Co., milo-kafir.  
Lichtig & Co., H., kafir, milo, screenings.  
Logan Bros. Grain Co., receivers and shippers.\*  
Miller Grain Co., S. H., consignments.  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., grain merchants and exporters.\*  
Rocky Mt. Grain & Com. Co., consignments.\*  
Scouler Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.  
Thresher Grain Co., R. J., grain commission.\*  
Updike Grain Corp., consignments.  
Vanderslice-Lynds Co., commission.\*  
Wilser Grain Co., consignments.\*

LEAVENWORTH, KANS.

Cranston-Liggett Gr. & Feed Co., corn, mixed feed.

LITTLE ROCK, ARK.

Grain Exchange Members.

Farmer Co., E. L., brokers, grain and millfeed.\*  
Gordy Co., C. L., grain brok., hay, grain and millfeed.

LOUISVILLE, KY.

Board of Trade Members.

Callahan & Sons, receivers and shippers of grain.\*  
Bingham-Hewett Grain Co., recvrs., shippers of grain.\*  
Kentucky Public Elevator Co., storers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.

McKINNEY, TEX.

Reinhardt & Co., wheat, corn, oats, maize.\*

MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker and com., consignments.\*  
Buxton, E. E., broker and commission merchant.\*  
U. S. Feed Co., grain, hay, millfeed.\*

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

MILWAUKEE, WIS.

Chamber of Commerce Members.

Franke Grain Co., The, grain and feed.  
Froedtert Grain & Maltng Co., recvrs. and shippers.\*  
Kamm Co., P. C., grain shippers.\*  
LaBudde Feed & Grain Co., grain, feed, hay.\*  
Milwaukee Grain Com. Co., recvrs., grain and seed.

MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Cargill Commission Co., grain commission.\*  
Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Delmar Co., shippers.  
Itasca Elevator Co., grain merchants.  
Malquist & Co., C. A., receivers and shippers.\*  
Marfield Grain Co., grain commission.\*  
Sheffield Elevator Co., shippers of grain.\*  
Stuhr-Seidl, shippers grain and feed.  
Van Dusen-Harrington Co., grain merchants.\*  
Zimmerman, Otto A., grain and feed.\*

(Continued on next page.)



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

### NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

### NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.\*

### NEW YORK CITY.

Produce Exchange Members.

Abel, Joseph A., grain broker.  
Jones & Co., M. B., buyers—quote us.\*  
Knight & Co., grain brokers.  
Therrien, A. F., broker.

### OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Grain Marketing Co., milling wheat specialists.  
Hardeman-King Co., millers, grain dealers.\*  
Marshall Grain Co., grain, feed, seeds.\*  
McManus Gr. & Feed Co., W. F., wh., corn, oats, mfeed.  
Okla. City Mill & Elevtr. Co., millers, gr. dealers.\*  
Perkins Grain Co., W. L., strictly brokerage.  
Scannell Grain Co., E. M., grain and feed.  
Stinnett Grain Co., grain merchants.\*  
Vandenburgh, Jesse, milling wheat.

### OMAHA, NEBR.

Grain Exchange Members.

Crowell Elevator Co., receivers, shippers.\*  
Roberts Grain Co., Geo. A., consignments.\*  
Stockham Grain Co., E., commission merchants.\*  
Taylor Grain Co., brokers.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., commission and brokerage.\*  
Updike Grain Co., milling wheat.\*

### PEORIA, ILL.

Board of Trade Members.

Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Luke Grain Co., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Tyng Grain Company, receivers and shippers.\*

### PHILADELPHIA, PA.

Commercial Exchange Members.

Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

### PITTSBURGH, PA.

Members Grain and Hay Exchange.

Allen & Co., H. S., grain and hay.\*  
Hardman & Daker, grain, hay, millfeed.\*  
Harper Grain Co., corn a specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Rogers & Co., Geo. E., grain and hay.\*  
Stewart & Co., Jesse C., grain and mill feed.\*  
Walton Co., Samuel, grain and hay.\*

### PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

### RICHMOND, VA.

Grain Exchange Members.

Morris & Co., C. F., grain, feed, hay, flour brokers.\*

### ST. JOSEPH, MO.

Grain Exchange Members.

A. J. Elevator Co., The, wheat, corn, oats.\*  
Gordon Grain Co., grain commission.\*  
Niedorp Grain Co., buyers-sellers of corn.\*

### SAN ANTONIO, TEX.

King, Douglas W., wheat, corn-brok., Texas R. Oats.\*

### ST. LOUIS, MO.

Merchants Exchange Members.

Dreyer Commission Co., feedstuffs, grain, seeds.\*  
Graham & Martin Grain Co., grain commission.\*  
Hall Grain Co., Marshall, grain merchants.\*  
Hunter-Robinson Mfg. & Gr. Co., grain, feedstuffs.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Martin & Knowlton Grain Co., grain merchants.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*

### ST. LOUIS, MO. (Continued.)

Picker & Beardsley Com. Co., grain and grass seed.\*  
Powell & O'Rourke Grain Co., buyers-sellers corn.\*  
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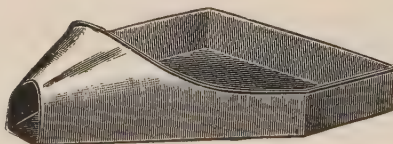
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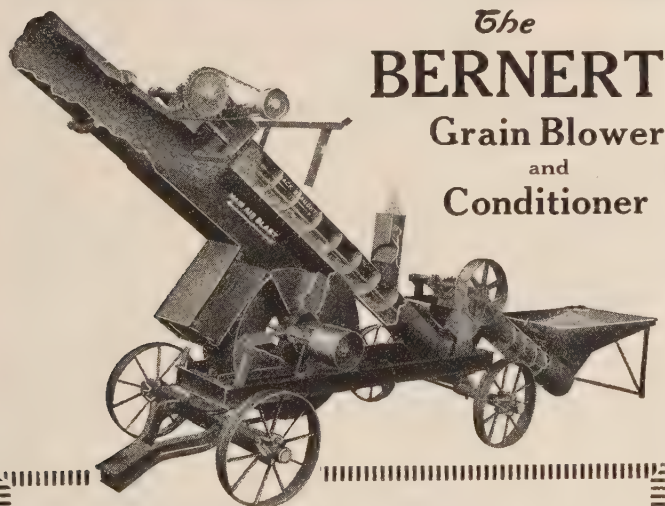
Is a record book designed to afford ready reference to the record of any car number. Facing pages 11x15½" of heavy ledger paper are each ruled into five columns, those on the left-hand page being numbered 0, 1, 2, 3 and 4; while columns on the right-hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record."

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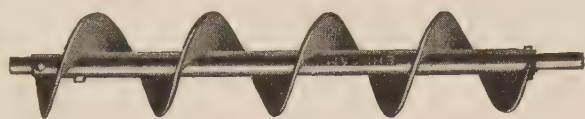
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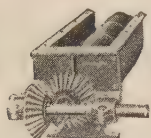
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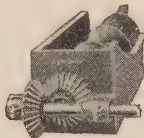


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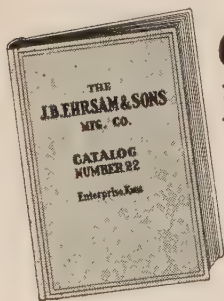
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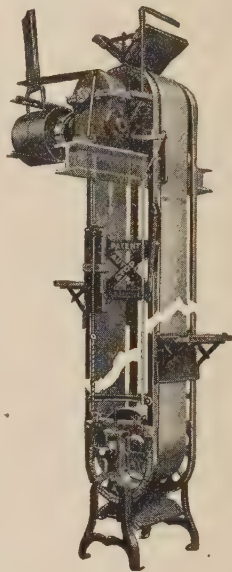
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extends to its friends, customers  
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that they all may enjoy

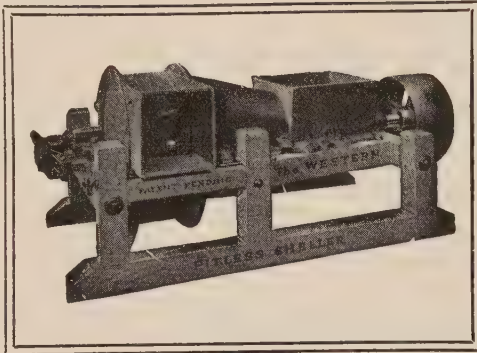
**A Merry Christmas**

**A Happy and Prosperous New Year**

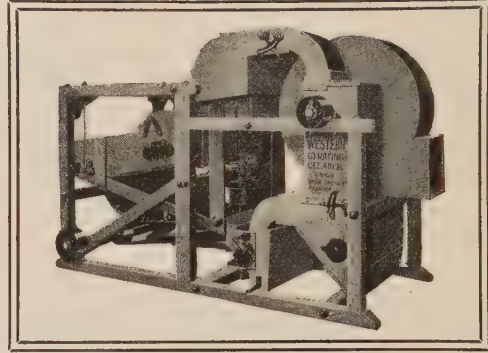


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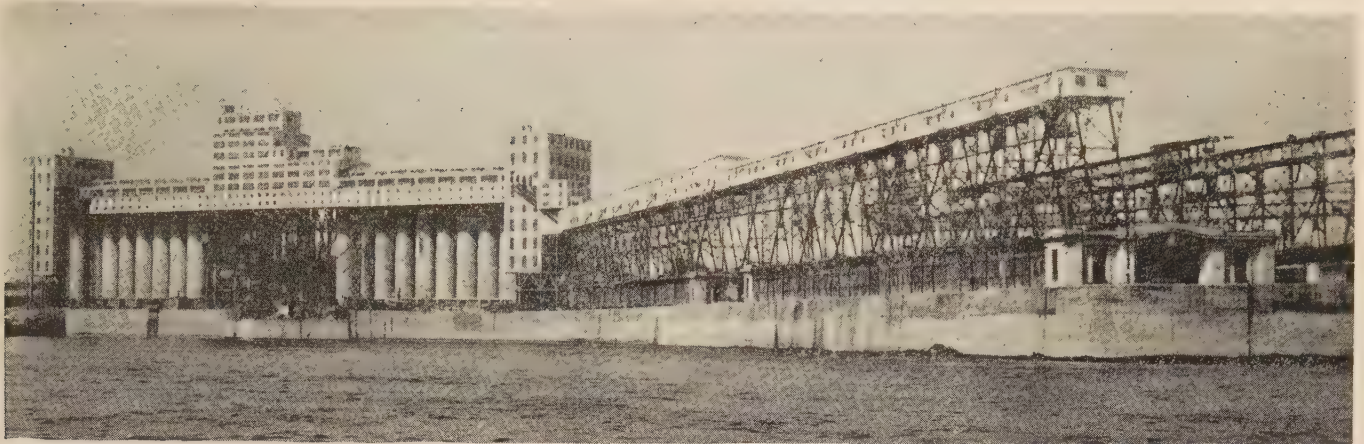
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309 So. La Salle St.

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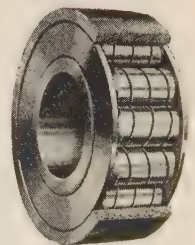
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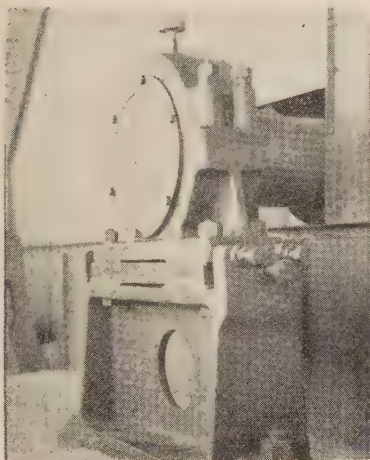
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Write for a copy of the new Hyatt Conveyor Bulletin. It contains valuable engineering data, designs, photographs of installations and other information of interest.

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NEWARK DETROIT CHICAGO SAN FRANCISCO  
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**HYATT ROLLER BEARINGS FOR BELT CONVEYORS**



## Rid Your Premises of Rats and Mice Peerless Traps--Real Exterminators

A positive method of wiping out rats and mice. Tried and tested under desperate conditions by mills, grain dealers, wholesale grocers, meat packers, large industrial institutions everywhere. Remarkable results. **PEERLESS TRAPS** displace expensive fumigation as the only method heretofore approaching satisfactory extermination.

### SELF-SETTING, CATCHES, KILLS AUTOMATICALLY WIPE-OUT CA- PACITY

Automatic in operation—self-setting. Both catches and kills. Capacity unlimited. Single trap has caught and killed thirty in single night. Each rodent sets trap for follower.

### SEND POSTCARD

A postcard will bring you more complete particulars. Write today.

### A. O. AUTOMATIC TRAP CO.

630 W. Jackson Blvd.  
Chicago, Illinois

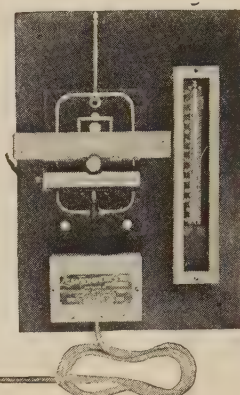
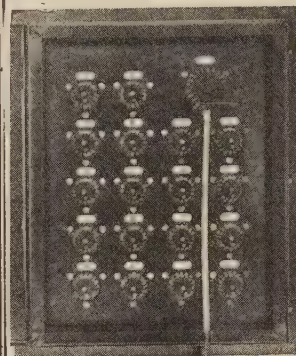


### PROMINENT USERS

Postum Cereal Co.  
Sperry Flour Co.  
Majestic Milling Co.  
Eagle Roller Mfg. Co.  
Loose Wiles Biscuit Co.  
Michigan Bean Company

Washburn Crosby  
Pillsbury Flour Mills  
National Biscuit Co.  
Russell Miller Mfg. Co.  
Grain Marketing Co.  
Barber Mfg. Co.

Albert Dickinson Co.



## The "ZELENY" Protects Your Grain

It is a simple device for testing the condition of grain stored in bins or tanks. by giving at all times the accurate temperature of the grain, not merely at the bottom and the top of the bins but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

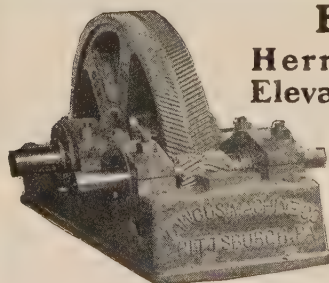
Further data will be furnished on request.

**Western Fire Appliance Works**  
542 S. Dearborn St. CHICAGO

### A Few

### Zeleny

Installations  
Cargill Grain Co  
Pillsbury Flour  
Mills  
Bartlett Frasier  
Co.  
Urdike Grain  
Co.  
Armour Grain  
Co.  
Larabee Flour  
Mills  
New Orleans  
Public  
Elevator  
Maney Milling  
Co.  
Buckeye Cotton  
O'Co.  
Red Star Milling  
Co.



## FAWCUS Herringbone Gear Elevator & Conveyor Drives

Save 25% to 50% in  
maintenance and operating  
costs.

Gears enclosed in dust  
proof and oil tight cases with  
roller bearings.

**Efficient - Durable - Compact**

**FAWCUS MACHINE COMPANY**  
Pittsburgh, Penn.

## WHAT DO YOU NEED?

to modernize your plant so it will minimize your  
labor and increase your profits? Is it here?

Account Books	Grain Tables
Agricultural Gypsum	Lightning Rods
Attrition Mill	Magnetic Separator
Bag Closing Machine	Manlift
Bags and Burlap	Moisture Tester
Bearings { Roller	Mustard Seed Separator
Bin Thermometer	Oat Bleachers and Purifiers
Belting	Oat Clipper
Boots	Oat Crusher
Buckets	Pneumatic Conveying Equipment
Car Liners	Portable Elevator
Car Loader	Power { Oil Engine
Car Mover	Gas Engine
Car Puller	Motors
Car Seals	Power Shovel
Cleaner	Radio Equipment
Clover Huller	Railroad Claim Books
Coal Conveyor	Renewable Fuse
Corn Cracker	Sample Envelopes
Conveying Machinery	Scales
Distributor	Scale Tickets
Dockage Tester	Scarifying Machine
Drain Circulating Pump	Self-Contained Flour Mill
Dump	Separator
Dust Collector	Sheller
Dust Protector	Siding-Roofing { Asbestos
Elevator Brushes	Steel
Elevator Leg	Silent Chain Drive
Elevator Paint	Speed Reduction Gears
Feed Mill	Storage Tanks
Fire Barrels	Spouting
Fire Extinguishers	Testing Apparatus
Friction Clutch	Transmission Machinery
Grain Driers	Transmission Rope
	Waterproofing (Cement)

Draw a line through the supplies wanted, and write  
us regarding your contemplated improvements or  
changes. We will place you in communication with  
reputable firms specializing in what you need, to  
the end that you will receive information regarding  
the latest and best.

### Information Bureau

Grain Dealers Journal, 309 So. La Salle St., Chicago

## A CAR-MOVER WITH THE "PUSH"

Order one on 30 days' FREE

TRIAL. Freight both  
ways paid by us if you  
don't find it worth  
the price and  
then some.

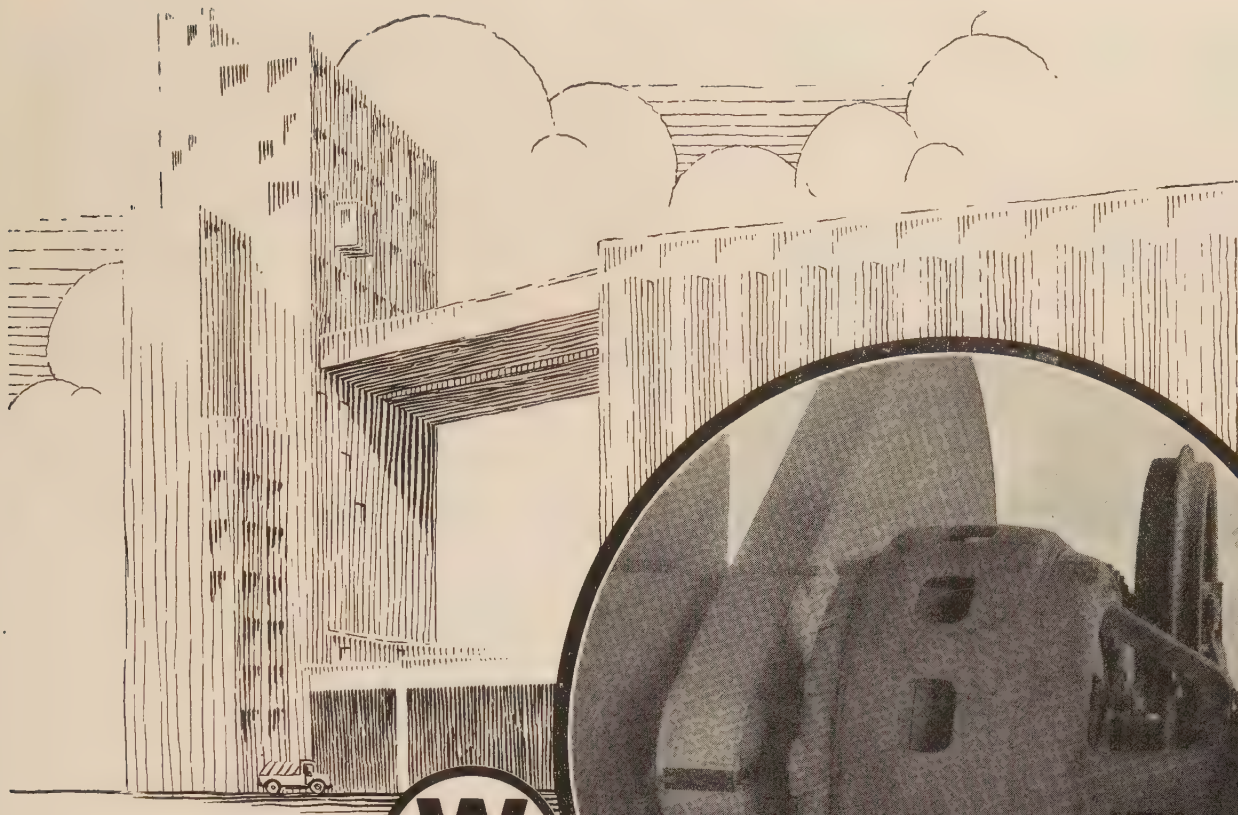
Get  
it from  
your dealer

The New Badger  
ADVANCE  
Car-Mover Co.  
Appleton, Wis.

Look for the word  
"New Badger"—it  
identifies our product







*When the rush is on!*

WHEN mountains of grain must be handled in record time, when elevator machinery must work day and night to store the golden harvest, then Westinghouse motors are appreciated at their true value.

A combination of experienced engineering, carefully selected materials and skilled workmanship, give

Westinghouse motors that built-in stamina which easily resists the shocks of heavy starting, or the long grind that tries the staying qualities of a motor.

For the utmost in performance, low operating costs and continuity of service, specify Westinghouse motor and control equipment.

Westinghouse Electric and Manufacturing Company  
East Pittsburgh Pennsylvania  
Sales Offices in all Principal Cities of the  
United States and Foreign Countries

# Westinghouse

X 78433



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# Dry Your Wet Grain Uniformly!

The MORRIS does a perfect job—*automatically!*

All of your grain is uniformly dried when you run it through the MORRIS Drier.

Our patented method of obtaining a steady, uniform flow of grain and providing an even distribution of air insures absolutely uniform drying of every kernel. None is under-dried—none is parched or overheated. No baked smell!

## The MORRIS *Automatic Grain Drier*

The gates open and close automatically. The mechanism is set by simply turning a time screw. Constant attention is unnecessary.

*Write for full information and list of users.*

*Everything for Every Mill and Elevator*

**The Strong-Scott Mfg Co.**

Minneapolis Minn.

Great Falls Mont.

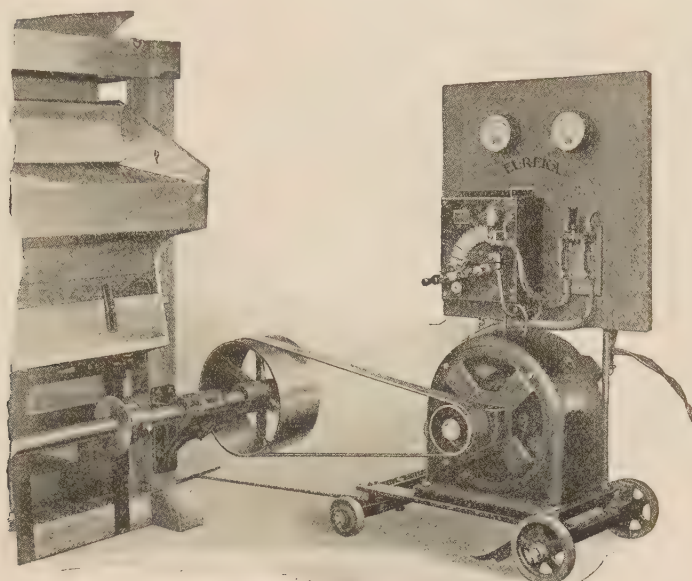
In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg







"Eureka"—"Invincible" Grain Cleaning Machinery



## Our Mechanical Detective

The picture shows an Elevator Separator undergoing dynamometer test. The amount of power consumed under varying speeds and conditions is indicated by very sensitive electrical apparatus.

Should the slightest irregularity manifest itself it is detected by the anemometer, draft gauge, pilot tube and other scientific instruments. A record of each test is filed for reference.

The outstanding performance of "Eureka" and "Invincible" Separators is proof of the spirit of watchfulness that prevails in Howes factory control. In the "Eureka"—"Invincible" family loyalty to the work in hand is rated above all else.

No machine leaves our Plant until it has successfully undergone a series of unusually rigid tests, for it must be understood that the good will

## "Eureka" and "Invincible" Grain Cleaners

have earned is too valuable an asset to jeopardize. We insist upon the most conscientious inspection methods of every stage of manufacture and finally each separator is operated under power for a specified length of time under the constant scrutiny of an experienced inspector. Thus by our making "assurance doubly sure" you win

### REPRESENTATIVES

Wm. Watson, 515—No. 111 W. Jackson Blvd., Chicago  
J. Q. Smythe, 3142 Bellefontaine St., Indianapolis, Ind.  
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Bert Eesley, Box 363, Fremont, O.

Geo. S. Boss, Grand Hotel, New York City  
S. W. Watson, Osburn House, Rochester, N. Y.  
H. C. Purvine, 111 Fifth St., Bristol, Tenn.

# S. HOWES CO., Inc.

## INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

European Branch: 64 Mark Lane, London, E. C. 3, England





Missouri Pacific Railroad Company's grain elevator, St. Louis, Missouri. Designers and Constructors: Folwell-Ahlskog Co., Chicago, Ill. Sheet Metal Contractor: National Sheet Metal Works, St. Louis, Mo.

## —and the Missouri Pacific Specified ARMCO Ingot Iron

### Use ARMCO Ingot Iron for

Roofing  
Siding  
Downspouts  
Eaves Troughs  
Heating and  
Ventilating  
Systems  
Window Frames  
Lath  
Tanks  
Cars

Thirty tons of galvanized ARMCO Ingot **Iron** were fabricated into runways and hopper bottoms for storage bins in this elevator, erected for the Missouri Pacific Railroad, St. Louis, Missouri.

ARMCO Ingot **Iron** has earned a world-wide reputation by virtue of its purity, long-lasting qualities, ductility, and economy.

When buying iron make it a habit to look for the **Blue Triangle**, the trade-mark of The American Rolling Mill Company. It is an assurance of maximum service.



**ARMCO**  
TRADE MARK  
**INGOT IRON**

The AMERICAN ROLLING MILL CO., Middletown, Ohio

(EXPORT)

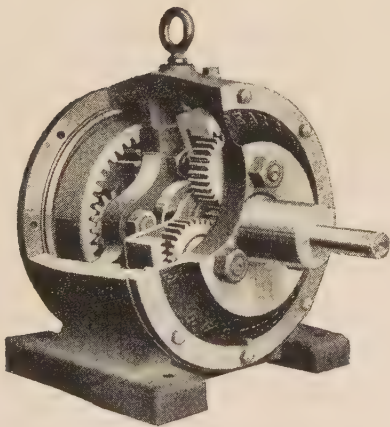
THE ARMCO INTERNATIONAL CORPORATION

Cable Address ARMCO, Middletown, Ohio





# Prehistoric Monster Breathes Again!



IXL SPUR GEAR SPEED REDUCER

## Foote IXL Products

Cut Gears of all Kinds  
Micarta Pinions  
Micarta Timing Gears  
Flexible Couplings  
Gear Racks  
Speed Reducers  
Special Machinery

SEND FOR  
**FREE HANDBOOK**  
**"GEAR PROBLEMS"**



Established 1895

This ugly looking brute is called *Amphibious Dinosaur Brontosaurus*. Ten million years ago he lived and disported himself among the luxurious vegetation of the jurassic period.

For the edification of twentieth century mankind scientists have fabricated an exact restoration from the fossil skeleton found near Medicine Bow, Wyoming and now on exhibit at the Museum of Natural History, New York.

The eyes, head, neck, hips, stomach, sides and tail are made to move in a realistic manner so that the monster actually appears to BREATHE AGAIN!

Great percision was necessary to produce this real life effect. It is accomplished through the use of ten electric motors installed inside the body, with the speeds stepped down to the proper figure by

## Foote IXL Speed Reducers.

This rather unusual application only serves to demonstrate the almost limitless uses found in modern industry for these simple, compact, efficient and safe speed reduction units.

Our new 79 page Speed Reducer Book contains a world of valuable and indispensable information on Speed Reduction Problems. Every Factory Manager, Superintendent and Engineer should have one. Sent Free on request.



U-14

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252-262 North Curtis St.

Main Office

Chicago, Ill.

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GEAR &  
MACHINE CO  
252-262 N. Curtis St.  
CHICAGO, ILL.

Please send without obligation a copy of the Foote IXL Speed Reducer Book.

Signed \_\_\_\_\_

Address \_\_\_\_\_



# HOWE SCALES

are in use in thousands of grain stations throughout the United States. No grain elevator is complete without Howe Scales. The accuracy demanded in present day grain marketing is best met with Howe Scales.

The simplicity of the design, construction, installation, operation and maintenance of Howe Scales has made them the scales preferred by grain elevator operators and grain elevator engineers.

Howe Scale Engineers are at your service. We maintain engineering and service departments at all of the branch offices listed here with the idea of helping elevator superintendents solve their weighing problems.

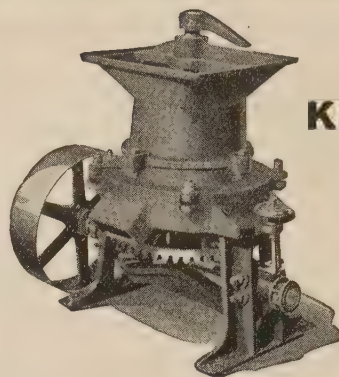
## The Use, Abuse and Care of Scales

is the title of a book we have just issued for the purpose of assisting grain elevator operators in the proper use and care of their weighing equipment. This book should be in the office of every elevator. Send to the branch nearest you for your copy. This obligates you in no way.

**Howe Scale Company**  
Rutland, Vermont, U. S. A.

### BRANCHES:

Chicago St. Louis Kansas City New York  
Boston Philadelphia Pittsburgh  
Cincinnati Cleveland Minneapolis Atlanta  
New Orleans San Francisco Portland, Ore.



**KNOWING  
HOW**

—that's the secret of success in any business. When you need outside help you go direct to the people who know the most about your special problem.

After thirty-nine years' experience in building **TRIUMPH** Corn and Cob Crushers we are sure you can get some valuable help and information about such machines from us.

*Send for the bulletin and tell  
us your specific problems*

**THE C. O. BARTLETT & SNOW CO.**  
Main Office and Works: Cleveland, Ohio

## Improved Duplicating Grain Tickets

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 $\frac{3}{8}$  inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 $\frac{1}{2}$ x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

Form 19GT Duplicating (250 pages) \$1.50

Form 19GT Triplicating (375 pages) 2.00

**Grain Dealers Journal**

309 So. La Salle St.

Chicago, Ill.



# 3 MONEY SAVERS FOR YOU

## SHAFTENE

Mr. L. A. Henderson, Superintendent of the Horse Shoe Lumber Co., at River Falls, Ala., says, "I can recommend Shaftene to all manufacturers using lubricants as being efficient and a **great saving over either grease or oil.**"

Shaftene is a concentrated lubricant used on line shafting and journals, which feeds in a very unusual way. Because of this patented feed, it can be used for all speeds from 50 R. P. M. to 4000 R. P. M.

You'll never know real lubricating economy until you use Shaftene.

1

## LUBRICENE

"Before we began using Lubricene, we were using each week **six quarts of cylinder oil** and we only use **one quart of Lubricene now.** Our engine is working as smooth as any engine we have ever worked with and the saving on the price of oil is an item that is very pleasing to us." Bell Laundry Co., Knoxville, Tenn.

Lubricene is a lubricant for steam cylinders, engines, steam feeds and other purposes of like character. One pound will last as long as three quarts of cylinder oil—a saving of 25% to 40%. Its use puts real money in your pocket.

2

## RENULIFE

"We have found that Renulife comes up to our claims in every respect and as for economy, it is by far the most economical we have ever used." Okabena Clay Works, Okabena, Minn.

Renulife is a belt preservative which, first of all, preserves the belt and keeps it soft and pliable. It prevents slipping and loss of power. Its use makes a worth while saving in the life of belts.

3

The coupon below brings prices and other facts about these three money savers. Sending the coupon is the first step in learning the secret of making a real saving in the cost of the operation of your plant.

## The Tropical Paint & Oil Company

1228-1270 West 70th St., Cleveland, Ohio

*Largest Exclusive Maintenance Paint Manufacturers in the World*

### MONEY SAVER COUPON

The Tropical Paint & Oil Co.,  
1228-1270 West 70th St., Cleveland, Ohio

Yes, I'd like to have prices and complete facts on the following:

- |  |   |
|--|---|
| <input type="checkbox"/> Shaftene                              | <input type="checkbox"/> Roofkoter                        |
| <input type="checkbox"/> Lubricene                             | <input type="checkbox"/> Cementkote—for exterior concrete |
| <input type="checkbox"/> Renulife                              | and cement surfaces                                       |
| <input type="checkbox"/> Elastikote—An unusually durable paint |   |

Name .....

Company .....

City ..... State .....



## ASK THIS QUESTION— Ask a Dozen Milling Superintendents:

*"Why is the Monarch the best Attrition Mill for all-around grinding service."*

They will tell you that the Monarch is the best attrition mill for grinding feeds of all kinds **because it is the most dependable.**

The Monarch's complete ball bearing construction, the patented seal rings and dust collar, and the simplicity of the adjustment, assures continuous service, free from costly shutdowns.

There are many other reasons why you hear the Monarch called "the best attrition mill made." Get the facts at first hand. Let us put you in touch with millers near you.

In writing for these names and addresses, ask for our latest catalog ID-123 explaining other important feed machines in the Monarch line.

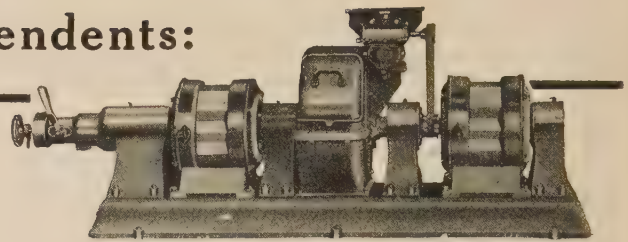


**SPROUT, WALDRON & CO., 1202 Sherman St., MUNCY, PA.**

Chicago Office: 830, 9 South Clinton Street

Kansas City Office: 612 New England Building

THE MONARCH MILL BUILDERS



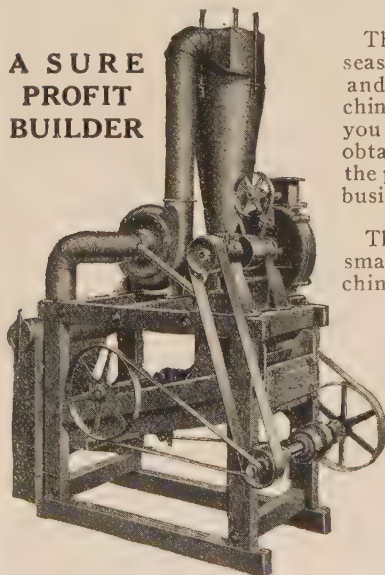
Always in perfect alignment, Monarch plates wear evenly and give full grinding capacity continuously.

## UNIQUE

COMBINED CRACKER and GRADER

*Produces uniform steel cut corn, grades it, and cleans it thoroughly in one operation*

**A SURE  
PROFIT  
BUILDER**



The cracked corn season is coming on and with this machine in your plant you will be able to obtain a share of the profits which this business brings.

The first cost is small and the machine takes up little space in the plant. It is shipped complete, ready to be installed and operated without expense or delay.

*Write us today for complete description.*

**ROBINSON MFG. CO.**

42 Robinson Bldg., Muncy, Pa.

— CHICAGO OFFICE —  
111 WEST JACKSON BLVD.



## The Atlas Car Mover

*The Car Mover With Power*

When you put an Atlas under the wheels of a car there is never a question about moving it.

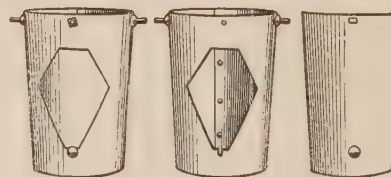
**Compound Action Fully Guaranteed**

**The Best Car Mover on Earth**

**APPLETON CAR MOVER COMPANY**

Appleton, Wisconsin

## Kewanee RENEWABLE BOTTOM Grain Spout



With a pair of plyers you can instantly slip in a new Kewanee bottom—made from tough, special analysis steel. A square shouldered bolt with a square hole in the renewable bottom, prevents the nut from turning. This bolt, and a large oval-headed rivet that slips into a slot holds the bottom firmly in place. The grain cannot wear off the rivet for the hole in the bottom is countersunk and the rivet is then beaded into it.

*Kewanee Implement Company*

Don't discard entire spouts, or sections because of small holes. Use a Kewanee Renewable Bottom Spout and when the bottom wears simply slip in a new one which costs only about 37½ cents for the 8" size and smaller. A Kewanee costs a little more than ordinary spouts but outwears a dozen of them.

### Order One on Trial

We will ship you a Kewanee Grain Spout. Use it a month, six months—a year. If you're not satisfied return it and we will refund your money. All we need know is the outside diameter, or outside rectangular measurements of your down spout, and length of spout wanted.

343 Commercial St.  
KEWANEE, ILLINOIS

### Cover's Dust Protector

Rubber Protector, \$2.00  
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.  
**H. S. COVER**  
Box 404 South Bend, Ind.



### AGRICULTURAL GYPSUM

Tell your farmer friends about it! It increases crops. Carries insect poisons, preserves nitrogen in animal and poultry manure, etc. Write today for valuable book—free!

**THE GYPSUM INDUSTRIES**  
Dept. 94 844 Rush Street Chicago

## Want an Elevator?

Then consult the "Elevators for Sale" columns in this issue of the Grain Dealers Journal.



# The Bauer

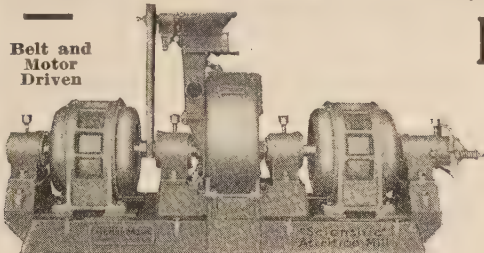
**COSTS LESS PER HOUR**

"The Mill that Fills the Bill"

Heavy Duty

## Attrition Mills

Belt and Motor Driven



The Bauer Ball-Bearing Motor-Driven Attrition Mill

Accessible Interior  
Self Tramm-  
ing  
Safety Quick Release

### Put Your Grinding Problems Up to Bauer

Bauer Attrition Mills are made by Attrition Mill Specialists who have made a lifetime study and world-recognized success in building Attrition Mills that increase the output, decrease milling costs and put the Grinding Business in the profit-making class. The Bauer Engineering Department is at your service without cost to you. Let Bauer solve your Grinding Problems.

Send for Catalog

**THE BAUER BROS. CO.**

506 BAUER BLDG. SPRINGFIELD, OHIO  
Makers of Bauer Attrition Mills, Corn Crackers, Cake Breakers, Centrifugal Reels, etc.

## Confirmation Blanks

**Simple-Complete-Safe**

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and keeps the other.

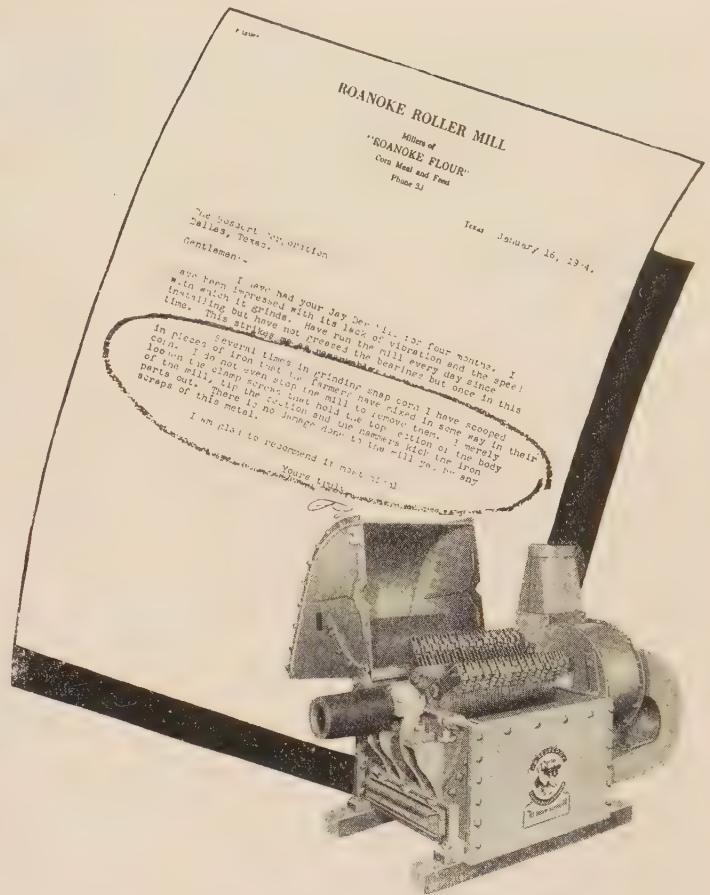
This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate and two sheets carbon bound with pressboard and wire stitched, size 5¼"x8¼".

Order Form 6 CB, Price 90 cts.

**Grain Dealers Journal**  
309 S. La Salle Street CHICAGO, ILL.



## You Can't KILL a Jay Bee

There are no knives, burrs, or grinding plates to break, nothing to resharpen—just a battery of whirling, smashing, patented steel hammers. It's a mill built to grind anything that grows, and grind it under practical, every day conditions.

Mr. Lassen in his letter says that he didn't even stop the machine for scrap iron, and that it did no harm. Is it any wonder then that these machines last for years and years?

Here is a grinder that gives you greater production, a more finely ground product, and a longer life with practically no break-downs. Can you look these facts squarely in the eye and not admit that you need just such a mill? Then write today for a free demonstration at your mill by our local representative.

BOSSERT CORPORATION Utica, N. Y.

# JayBee

**Crusher Grinder Pulverizer**



## GRAIN ELEVATOR BUILDERS

Some supposed to be elevator *engineers* will tell you a concrete pit cannot be made water proof.

Would you buy an automobile of a vintage of ten years ago??????

Think this over when looking over plans.

**Younglove Construction Co.**

Sioux City, Iowa

We build concrete pits that ARE water proof.

## THE VALUE

## OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

**BLOOMINGTON CONST. CO.**  
Bloomington, Ill.  
Engineers and Contractors of  
**GRAIN ELEVATORS**  
MILLS AND STORAGE TANKS

**A. F. ROBERTS**  
**ERECTS**  
**FURNISHES**  
ELEVATORS  
CORN MILLS  
WAREHOUSES  
PLANS  
ESTIMATES  
MACHINERY  
SABETHA KANSAS



**J. E. STEVENS**  
53 Devonshire St. Boston, Mass.  
Designer and Builder of  
**MODERN GRAIN ELEVATORS**

**W. C. BAILEY & SON**  
Engineers and Contractors  
Mills, Elevators and Warehouses  
Grain Exchange Bldg., Omaha, Neb.

## It takes only a spark

—only a spark to wreck the labor of months, only the click of steel on steel to destroy millions of dollars worth of life and property.

Tramp iron has many times been the cause of complete destruction—and tramp iron is sure to turn up in grain.

The cost of protection is so small. Keep it out with Dings High Intensity Magnetic Separator. Not a particle can escape. Get the Dings free bulletin.

Dings Magnetic Separator Co.  
642 Smith St Milwaukee, Wis.

**Dings** "High Intensity"  
**Magnetic Separators**

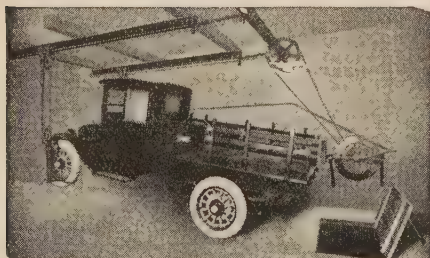
## Shipping Notices Duplicating

are designed for use by grain country shippers in advising receivers of shipments, giving complete information regarding each car. The carbon copy remaining in the book gives shippers a ready reference for each load.

The form shows the grade, kind and weight of grain loaded into car—initials and number, with seal numbers, at.....station, on.....date; billed shipper's order, notify.....; draft for \$.....; made thru.....bank of.....; to apply on sale of.....bushels made.....

Printed on white bond originals, perforated so they may be easily removed without tearing, and yellow manila duplicates. Bound in books of 50 sets with heavy hinged pressboard tops and binders board bottoms, size 5½x8½ inches and supplied with two sheets of carbon. Order Form No. 3. S. N. Price 75c. Send all orders to

**GRAIN DEALERS JOURNAL**  
315 So. La Salle St., Chicago, Ill.



## McMillin Wagon and Truck Dump

If you are having trouble in dumping long coupled wagons or trucks on your regular type of dump or if you are counting on making any changes in your driveway or sinks investigate this dump, as we believe it will come the nearest filling all requirements in the most practical and economical way, in cost of installing, ease of operation, and amount of power used.

One device will take the place of three or four and will handle any length or kind of vehicle regardless of their capacity.

There are no delicate or short lived parts.

There are no parts to leak or freeze.

Write for circulars and description.

ADDRESS

**L. J. McMILLIN**  
525 Board of Trade Building  
Indianapolis, Ind.

A cyclone in the true sense of the word has force of air without any back draft.

## The New "1905" Cyclone Dust Collector

By improved construction, three-fourths of the back draft is eliminated and better work is done on less power. Send for prices and particulars.

**The Knickerbocker Co.**  
Jackson, Mich.





## GRAIN ELEVATOR BUILDERS

### RELIANCE Construction Co.

Board of Trade  
Indianapolis, Ind.

Designers and Constructors  
of the better class of grain  
elevators—concrete or wood.

### FEDERAL ENGINEERING CO.

Designers and Builders—Grain Elevators, Mills and Warehouses  
TOPEKA, KANSAS

—First in Enterprise!  
—First in Advertising!  
—First in Circulation!  
—First in News!  
The Grain Dealers Journal

### CRAMER BUILT

is the mark designating the best in Grain  
Elevator Construction at normal prices  
W. H. Cramer Construction Co.  
NORTH PLATTE, NEBR.  
Plans and Specifications Furnished

## HICKOK Construction Co. MINNEAPOLIS ELEVATORS

### ★ ★ The Star Engineering Company ★ ★

Specialists in  
Grain Elevator Construction

Our elevators stand every test,  
Appearance, Strength, Durabil-  
ity and Economy of Operation.

Estimates and information promptly furnished

Wichita, Kansas

### MACDONALD ENGINEERING CO. DESIGNERS AND BUILDERS OF GRAIN ELEVATORS

San Francisco Chicago New York Toronto

### D. F. HOAG & CO. Designers and Constructors of GRAIN ELEVATORS

Corn Exchange, Minneapolis

### L. J. McMILLIN ENGINEER and CONTRACTOR of GRAIN ELEVATORS

Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

For elevator and mill supplies we  
issue a net price catalog. If in  
the market write us for one.

### WHITE ★ STAR ★ CO. WICHITA, KANSAS

### WHY-A-LEAK —STOP IT—

#### BAD ORDER CARS

cause the loss of many hard earned  
dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved  
by the use of Kennedy Car Liners.  
These car liners practically condi-  
tion a bad order car and enable  
shippers to load cars that other-  
wise would be rejected.

KENNEDY SYSTEM of car liners  
prevents leakage in transit and are  
made for all cases of bad order  
cars, consisting of full Standard  
Liners, End Liners and Door Liners.

WILL YOU NOT give us an oppor-  
tunity to submit full details of our  
system and the low cost for this  
protection? We are confident this  
would demonstrate to you the effi-  
ciency and money saving merits of  
our car liners.

### THE KENNEDY CAR LINER & BAG COMPANY

HELBYSVILLE, IND.

Canadian Factory at Woodstock,  
Ontario

### Put Your Name

where every progressive  
grain dealer will see it  
and keep it there.

THAT IS IN THE

Grain Dealers Journal  
OF CHICAGO

## GRAIN and COAL ELEVATORS T. E. IBBERSON CO. CONTRACTING ENGINEERS MINNEAPOLIS, MINN.

L. D. Rosenbauer, Pres. L. W. Ledderwood, Sec.  
H. P. Roberts, V. Pres. A. E. Owen, Supt. Cons.

### Southwestern Engineering Company

Designers and Builders of  
MODERN MILLS,  
ELEVATORS and  
INDUSTRIAL PLANTS  
SPRINGFIELD, MO.

### HORNER & WYATT

Designers of  
Flour Mills and Grain Elevators,  
Warehouses, Power Plants and  
Industrial Buildings.

Preliminary Sketches and Estimates,  
Valuations and Reports.

306 McMillen Bldg., Kansas City, Mo.

C. T. STEVENS C. E. ROOP C. B. PARUTIO  
Stevens Engineering & Construction Co., Incorporated  
Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS  
GRAND-LACLEDÉ BUILDING ST. LOUIS, MISSOURI

10,000 SHIPPERS  
Are now using

### TYDEN CAR SEALS

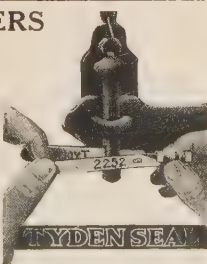
Bearing shipper's  
name and consecu-  
tive numbers.

Prevent  
CLAIM LOSSES

Write for samples  
and prices

INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice President  
617 Railway Exchange Bldg., Chicago, Ill.



### CONE-SHAPE GRINDERS

#### It PAYS TO GRIND ALL GRAINS

Look to the Grinders. They do the  
work! Bowsher's Cone-Shape  
grinders are the correct principle  
in Feed Mill construction. They  
mean larger grinding surface  
close to center of shaft; thus More  
Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation  
of the long-lasting, trouble-proof  
flowher. Have used a No. 4 ten years  
with less than One Dollar per year for  
repairs." R. W. Watt, Jacobsburg, O.

10 sizes; 2 to 25 H. P. Write  
for free catalogue.  
N. P. BOWSHER CO., SOUTH BEND, IND.





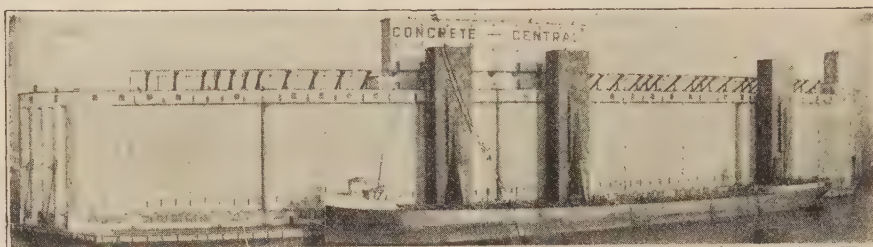
## First Unit Municipal Terminals, City of Norfolk, Virginia, U. S. A.



This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

**Folwell-Ahlskog Co.**  
Engineers and Constructors  
Chicago, Illinois, U. S. A.

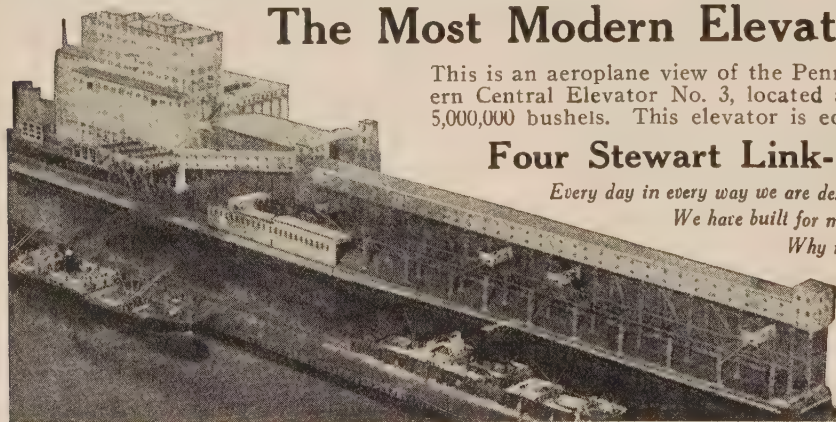
Operated by  
The Eastern Grain,  
Milland Elevator  
Corporation



Concrete-Central  
Elevator, Buffalo, N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by  
**Monarch Engineering Company**  
Buffalo, N. Y.

## The Most Modern Elevator in the World



This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

### Four Stewart Link-Belt Grain Car Unloaders

*Every day in every way we are designing and building better and better Grain Elevators.  
We have built for many of your friends—Eventually we will build for you  
Why not now?*

**James Stewart & Co., Inc.**

Designers and Builders  
GRAIN ELEVATORS  
In All Parts of the World  
Grain Elevator Dept., W. R. Sinks, Manager  
1210 Fisher Building, Chicago, Ill.



## One of a Group of Elevators

Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.  
The Saskatchewan Co-operative Elevator Co., Limited.  
The Grain Growers' Grain Company, Limited.

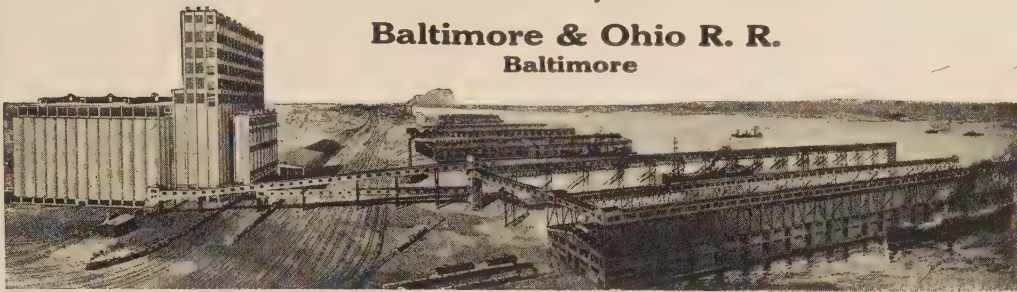
## THE BARNETT-McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS  
Offices: Fort William Ont., Duluth, Minn. Minneapolis, Minn.



*"A 1923 model that speaks for itself"*

**Baltimore & Ohio R. R.  
Baltimore**



**John S. Metcalf Co.**  
Grain Elevator Engineers

108 S. La Salle Street  
Chicago, Ill.

54 St. Francois Xavier  
Street

Montreal, Que.

also at

Melbourne,  
Australia

Buenos Aires,  
Argentina

Vancouver, B. C.

London,  
England

2,000,000 Bushel Elevator  
3,000 bbl. Flour Mill  
Office Building  
Power Plant  
Warehouses  
and other  
Buildings

Built by

**Fegles Construction Co., Ltd.**

Minneapolis, Minn.

Ft. William, Ont.



State Owned Mill and Elevator, Grand Forks, N. D.

**Terminal Grain Elevator**

Capacity 3,800,000 Bushels

for

The Baltimore and Ohio R. R. Co.  
Baltimore, Md.

Now under Construction

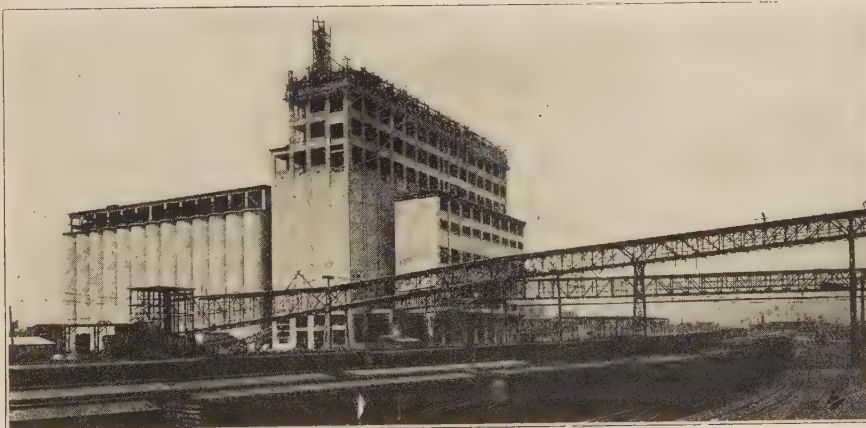
By

THE **M. A. LONG** CO.

Engineers and Constructors  
Grain Elevator Department

Baltimore

Maryland



**Kimbell Milling Company Elevator**  
Fort Worth, Texas

550,000-bushel grain elevator, special design of bin arrangement to facilitate storage and handling of a variety of grains of different grades. Additional storage of 250,000 now under construction.

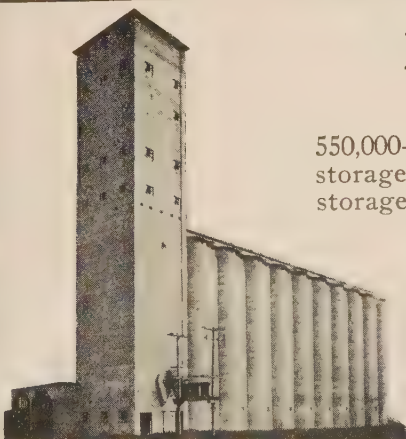
Designers and Builders

**Jones - Hettelsater Construction Co.**

Grain Elevators—Flour and Feed Mills

706 Mutual Bldg.

Kansas City, Mo.





# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**SNAP PRICE** on good 25,000 bu. elevator, southern Minn., first class station. Address 53W20, Grain Dealers Journal, Chicago, Ill.

**CENTRAL INDIANA**—Elevator for sale. Priced right, location considered. Address 53V29, Grain Dealers Journal, Chicago, Ill.

**WIS.**—Up-to-date grain elevator, flour and feed house for sale; reasonable. Write E. Hauterbrook, 1272 Walnut St., Green Bay, Wis.

**SOME SERVICE** to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.

**KANSAS**—11,000 bu. capacity elevator for sale and a modern home; located in best Wheat Belt in Kansas. Price \$12,000. Address 53Z11, Grain Dealers Journal, Chicago, Ill.

**EASTERN NEBRASKA**—Several elevators and lumber yards for sale; well located. These are choice properties. If interested write 53X21, Grain Dealers Journal, Chicago, Ill.

**NORTHERN KANSAS**—Two elevators for sale on main line Rock Island; located in first class alfalfa, corn and wheat section. Address 53Y17, Grain Dealers Journal, Chicago, Ill.

**NORTHWEST IOWA**—Two grain elevators, 15 and 20 thousand bu. capacity for sale. Located at good grain points in the heart of the corn country. Plymouth Mfg. Co., LeMars, Ia.

**INDIANA**—Well located elevator for sale in good city of 10,000, in heart of best farming district in Indiana. Good reason for selling and low price. Address 53Q31, Grain Dealers Journal, Chicago, Illinois.

**BARGAIN** Grain Elevator with Coal and Feed trade located best Wisconsin territory; electric power; drying machinery; 125,000 bu. fireproof storage; transit rates to all markets; terms. Address A. J. Pick, West Bend, Wis.

**25,000 BUSHEL** cribbed elevator within 80 miles of Chicago; handles 200,000 bus. annually; good coal business; one good competitor doing same amount of business. This is a good proposition. Address James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

**ILLINOIS**—John Bowlin's elevator at Moon Station in Livingston County, Ill., for sale. The elevator has a capacity of 28,000 bushels of grain and is located 4 miles from Streator, Ill., on the main line of the Santa Fe. The property consists of elevator, coal shed, oil storage room and fixtures, gasoline engine, office fixtures and scales. The property must be sold to settle the estate of John Bowlin, deceased. Interested parties address Ben Cossel, Streator, Illinois, Route 1.

## ELEVATORS FOR SALE.

**NORTHERN INDIANA**—10,000 bu. iron clad elevator for sale, nearly new, with feed house attached. Lock Box 241, LaGrange, Ind.

**FOR SALE**—Terminal elevator and Kansas Line. 250,000 bus. at half replacement value payments. Allin, Coffeyville, Kansas.

**SOMEBODY'S** always hunting an elevator, and there is no wrong time of the year to put an ad in the "Elevator For Sale" columns of the Journal.

**NORTHERN ILLINOIS**—3 country grain elevators for sale with lumber yard attached. All in good repair. Address 51W2, Grain Dealers Journal, Chicago, Illinois.

**CENTRAL ILLINOIS**—25,000 bu. elevator for sale, on private grounds; handling grain, coal, tile, flour and feed. Possession by January 1, 1925. Address 53Y6, Grain Dealers Journal, Chicago, Illinois.

**OHIO**—Grain elevator for sale; fully equipped; located in the best farming section of Ohio; modern residence and store room in connection. A wonderful place to make money. James H. Anderson, Washington C. H., Ohio.

**IOWA**—25,000-bu. cribbed elevator for sale; well equipped with machinery. Good competition and handle 225,000 to 275,000 bus. yearly. Big oat and fair corn crop. Address 53X19, Grain Dealers Journal, Chicago, Ill.

**CHOOSE YOUR ELEVATOR** from the many offered. Insert an advertisement in the "Elevators Wanted" columns of the Grain Dealers Journal, and select one at a satisfactory price and station.

**ILLINOIS**—Elevator and coal business, also residence for sale. Excellent opportunity; located in corn belt on Wabash R. R. Bargain if sold within next 30 days. Address 53X13, Grain Dealers Journal, Chicago, Ill.

**SO. DAK.**—20,000 bu. cribbed elevator for sale; located county seat town; on private ground. Mostly handle wheat and corn; corn this year above the average quality. Good reasons for selling. Will take \$4,000 for quick sale. Address Box 18, Rowena, So. Dak.

**CENTRAL INDIANA**—Modern 15,000 bushel elevator doing good business in grain, feed, coal, etc. Terms \$5,000 cash, balance one, two and three years. Might trade for Indianapolis real estate or good central Indiana farm. Address 53Y14, Grain Dealers Journal, Chicago, Ill.

**OHIO**—A 20,000 bu. elevator, all electrically equipped, together with retail lumber yard and builders' supplies. A feed grinding plant and a splendid line of sidelines with three large warehouses located in the best corn and wheat belt of central Ohio. Address 53Z3, Grain Dealers Journal, Chicago, Ill.

**NORTHERN INDIANA**—Modern elevator, flour and feed business, county seat city of 11,000 population, 50 miles from Chicago. Greatest dairy section in state. Old established, going business. Good yearly profits. Satisfactory reasons for selling. Address 53Y7, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE

**WYOMING**—Elevator and feed business for sale; located on Burlington. If interested inquire Eaton Grain Co., Torrington, Wyo.

**NORTHERN IOWA** elevator for sale, located in very good town with good territory for business. For terms and particulars address 52J8, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS**—15,000 bu. elevator for sale; on private ground; electric equipment; located on I. C. R. R.; best grain country. Priced right; can make terms; possession at once. Write 53R5, Grain Dealers Journal, Chicago, Ill.

**BARGAIN IF TAKEN AT ONCE**—Someone is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property; to enlarge your present interests, or embark in the grain business USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## ELEVATOR FOR LEASE.

**SOUTH DAKOTA**—My grain elevator at Corsico in good grain territory for lease. Address 53Y11, Grain Dealers Journal, Chicago, Ill.

## ELEVATOR BROKERS.

**ALWAYS HAVE** grain elevators for sale. J. M. Maguire, 6440 Minerva Ave., Chicago, Ill.

## FOR RENT.

**OUR PLANT** which we operated as a feed store for 40 years and until October 1st, 1924. 1923 sales \$175,000.00. Address Conklin & Cummings, Goshen, New York.

## ELEVATORS WANTED.

**WANTED**—Two good Michigan Country Elevators for cash. Give price and full particulars, addressing P. O. Box 341, Jackson, Mich.

## YOU MAY BE MISSING SOMETHING.

**AN ILLINOIS** elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

**YOUNG GRAIN MAN** wants to lease elevator for cash or operate on percentage basis and furnish buying capital. Address 53X4, Grain Dealers Journal, Chicago, Ill.

**WANT ELEVATOR** well located and reasonable, prefer Ill. or Minn. in exchange for good Montana farm land. Give price and full description. Address 53W5, Grain Dealers Journal, Chicago, Illinois.

**WANT TO BUY ELEVATOR** with flour, feed, coal, seed and grinding business in Wisconsin. Will consider a responsible position if wages are satisfactory. Address 53X1, Grain Dealers Journal, Chicago, Ill.

**UNIMPROVED**, but well tiled 160 acres in Hancock County, Iowa, also fine residence in college town in Illinois in exchange for elevators at good grain points. James M. Maguire, 6440 Minerva Ave., Chicago, Illinois.



## SITUATION WANTED.

**WANTED**—Position as manager of elevator; 12 years' experience; not afraid of work. Address 53Z9, Grain Dealers Journal, Chicago.

**WANT** position as Grain Buyer; 15 years' experience; married; Nebr. or Iowa preferred. Address 53Z16, Grain Dealers Journal, Chicago.

**WANTED**—Position as elevator manager; 20 years experience in grain business. Can furnish references. Address 53Y15, Grain Dealers Journal, Chicago, Illinois.

**WANTED POSITION** as manager for Farmers' Elevator or Line Company; twelve years' experience. Best of references. Address H. L. Walsh, Sac City, Iowa.

**POSITION WANTED** as manager of elevator; 20 years' experience in grain, coal and feed business. Address 53X10, Grain Dealers Journal, Chicago, Illinois.

**WANTED**—Position as manager of farmers elevator; 12 years experience in grain, lumber, hardware, implements and livestock. Address 53Y9, Grain Dealers Journal, Chicago, Ill.

**YOUNG MAN** wants position with some grain company, farmers' elevator or commission firm; 10 years' experience; can furnish best of references. Address 53Z2, Grain Dealers Journal, Chicago, Illinois.

**MAN WITH 24 YEARS'** experience in the grain business wants position with some good firm; capable of handling any position; now employed, desires a change. Address 53U4, Grain Dealers Journal, Chicago, Illinois.

## HELP WANTED.

**SECOND MAN WANTED** to work in elevator. State experience and salary expected. Address 53Z4, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Competent man for country elevator, must have had experience. Married man preferred, house furnished. Address 53Y1, Grain Dealers Journal, Chicago, Ill.

**YOUNG MAN WANTED**, not over thirty years of age, to travel soliciting grain business and buying grain through Illinois, Missouri, Kansas and Nebraska. Must come well recommended. Address 53X15, Grain Dealers Journal, Chicago, Illinois.

**EXPERIENCED MANAGER** wanted to take my position with farmers elevator; must have \$2,000 to buy my interest in farm and stock in elevator. Address 53Y19, Grain Dealers Journal, Chicago, Ill.

"Please discontinue my adv. in the Journal, of help wanted. I have so many replies that I think I will have no trouble in securing the help wanted." This is from an Iowa elevator operator who ran an ad in this column recently.

## WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. **READ and USE THEM.**

## DON'T EAT DUST

Gibbs' Patent Dust Protector affords perfect protection with perfect ventilation. Thoroughly tested for years in every kind of dust. Nickel-plated protector \$1.25. Canada \$1.50, post-paid. Circulars free.

**GIBBS RESPIRATOR CO.**  
246 Forest Ave. River Forest, Ill.

## BROKERS WANTED.

**WANTED BROKERS** to solicit grain consignments for Milwaukee market. Address Charles A. Krause Milling Co., Grain Division, Milwaukee, Wisconsin.

## PARTNERS WANTED.

**YOU CAN SECURE** a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

## FUNNY EXPERIENCES

### FUNNY STORIES WANTED

**Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published.** Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.

## BAGS—BAGGING BURLAP.

**BURLAP BAGS OF EVERY KIND FOR SALE;** new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted Second-hand bags, best prices paid.

WM. ROSS & CO., 409 N. Peoria St., Chicago.

## OFFICE EQUIPMENT.

**SUNDSTRAND ADDING MACHINE**, seven bank, practically new. Address 53W21, Grain Dealers Journal, Chicago, Ill.

## MISCELLANEOUS WANTED

**WANTED**—Bean and Pea pickings and Millings, also low germination stock. Address George W. Young Company, Owosso, Michigan.

## SAMPLE ENVELOPES.

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed, made of very heavy manila for strength and durability and to withstand hard usage. Special folding method for closing envelope. Have a limited supply to sell at \$2.75 per hundred or in lots of 500, \$2.50 per hundred, f.o.b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

## MACHINES WANTED.

**AIR BLAST CAR LOADER** wanted with 2,000 bushel capacity grain loading. Address West Bend Malting Co., West Bend, Wis.

## BOILER WANTED.

**WANT TO BUY** cheap 40 to 80 h.p. good boiler. Fire box type preferred. Address C. M. HALEY, Hamlet, Indiana.

## MOTORS FOR SALE.

**40 H.P. WAGNER** Motor, 3 phase, 60 cycle, 220 volt, 1140 R.P.M. In A-1 condition. O. B. Armstrong, Fairfield, Ohio.

## ENGINES FOR SALE.

**GAS ENGINE**—30 h.p. Stover, excellent shape. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

**30 H. P. FOOS** Engine for sale; good as new; priced right. Address E. C. Wegener Grain Company, Minco, Oklahoma.

**GASOLINE AND OIL ENGINES** of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

**ONE BROWN-COCHRAN** Gas Engine for sale, 20 h. p., speed 215, in good condition. Price \$200 f. o. b. Buckley, Ill. Motors now used. Buckley Farmers' Grain Co., Buckley, Ill.

**20 H. P. MUNCIE** Oil Engine with muffler, fuel barrel, 36-inch clutch pulley complete; used only 18 months; price \$400 f. o. b. Connersville, Ind. Address Earl W. Wise, 520 Eastern Ave., Connersville, Indiana.

## SCALES FOR SALE.

**SECOND HAND SCALES** for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

**FOR SALE**—One 4 bu. Richardson and two Richardson 8 bu. automatic scales. All self compensating; fine condition. One 8 bu. Avery; one R. R. track scale. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.



**PEERLESS OYSTER SHELL FOR POULTRY**

Peerless Oyster Co.  
1507 Russell St., Baltimore, Md

Made from FRESH SHELLS Only

## KEEP POSTED

**GRAIN DEALERS JOURNAL**

309 So. La Salle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....



## MACHINES FOR SALE

## ATTRITION MILL.

Two—36" Bauer Ball Bearing Attrition Mills, cheap for quick sale. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

FOR SALE—A nearly new Marvel Vita Cereal Mill at 25% less than cost. A good machine and a money maker. Milton Milling Co., Carl Junction, Mo.

## ATTENTION, OAT CLIPPER.

One No. 10 Invincible Oat Clipper including Out Board Bearing. Wire us for price on this. Standard Mill Supply Company, 501 Waldheim Bldg., Kansas City, Missouri.

WANTED to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

## ATTENTION! BARGAIN.

Four—120 bushel Nordyke & Marmon Drier, and Cooler, latest style. Wire us for price on these. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

WE HAVE FOR SALE at Mitchell, Iowa, a number of second-hand machines from a flour mill. A wheat separator, cockle machine and plansifter, besides a great amount of belting, elevator conveyor, etc., being among them. Address A. R. Coffeen, Decorah, Ia.

THE BEST WAY to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

FOR SALE—Two 20" motor driven ball bearing Monarch Attrition Mills; 20" Unique Attrition Mill; 20" and 24" Dreadnaughts; 1 Munson (the best mill made) 24" motor driven B.B. (new). Spiral steel conveyor; Union special Bag sewing machine; mixers; corn graders; Bean cleaners; Dust collectors cyclone type special price; pulleys; hangers; one 56" water wheel; Automatic scales. Everything for the elevator. A. D. Hughes Co., Wayland, Mich.

## REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

W. R. Leathers, Mgr.  
9 S. Clinton St. Chicago, Ill.

## GOOD MILL MACHINERY FOR SALE.

Let us quote you from our big stock of machinery and mill furnishings. We have just put in a line of new wood-split pulleys, bearings and shafting and are prepared to fill rush orders promptly.

15-25-50 bbl. Midget Marvel Mills; with complete equipment or separately. Cash or terms. 12, two and three pair high corn rolls, all sizes. Some just like new.

Large stock of new and used Agitators, Bleachers, Attrition Mills and Hammer type Mills, Flour and bran packers, Cleaners and Scourers, Round and Centrifugal Reels. Several Complete mills. Bonner Springs, suburb of Kansas City.

H. C. DAVIS,

NEW AND USED MILL MACHINERY,  
Bonner Springs, Kansas. P. O. Box 393.

## MACHINES FOR SALE

ONE NO. 6 INVINCIBLE Ball Bearing Scourer for sale. The Robinson Milling Company, Salina, Kansas.

FOR SALE—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

NO. 7 SULLIVAN Corn and Cob Crusher, with tight and loose pulleys, practically new. Price \$75.00. Address G. & A. Weisheimer, Station B, Columbus, Ohio.

HAVE NO KICK COMING: Cancel ad. We are so flooded with replies that we will be kept busy for months to come. We certainly were glad to know that every morning brought us queries for our equipment and always in their letters they would say that they noticed the ad in the Grain Dealers Journal. It is a great thing for us as long as we can supply the demand.—E. J.

## DYNAMOS—MOTORS.

DYNAMOS AND MOTORS WANTED—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

## BARGAIN BOOKS FOR CARLOT GRAIN HANDLERS.

Triplicating Confirmation Blanks will enable you to avoid disputes, differences and prevent expensive errors. Space is provided on our Confirmation Blanks for recording all essential conditions of each trade. You retain tissue copy, sign and send original and duplicate to customer. He signs both and returns one. Fifty confirmations in triplicate, bound in press-size 5½x8 inches. Order Form 6CB. 90 cents. Weight 9 ounces.

Clark's Freight Tables: Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy Bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 25c.

Clark's Fractional Values: This table is on heavy cardboard. Size 9½x11 inches, showing the value of any quantity from 1 to 50,000 bushels, at ⅛, ¼, ⅓, ½, ⅔, ¾ and ⅞ cents. The amount of bushels is shown in red and the value in black. They are the most conveniently arranged tables for showing fractional values of bushels. Price 25 cents.

Clark's Decimal Wheat Values: These tables are the same as described above, with the exception that they cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.30 per bushel. Printed on ledger paper and bound in art canvass. Order Form 33X. Price \$2.00.

Clark's Car Load Grain Tables: The eighth edition of Clark's Car Load Grain Tables is the most complete car load reduction table ever published. The table shows reductions by 50-pound breaks as follows:

20,000 to 107,950 lbs.	to 32 lb. bushels.
20,000 to 74,950 lbs.	to 34 lb. bushels.
20,000 to 96,950 lbs.	to 48 lb. bushels.
20,000 to 118,950 lbs.	to 56 lb. bushels.
20,000 to 118,950 lbs.	to 60 lb. bushels.

Bushels are printed from bold faced type in black ink; pounds in red, on heavy ledger paper, sewed and reinforced with muslin, and bound in flexible keratol covers with marginal index. Weight 6 ounces. Price \$2.50.

Universal Grain Code: The only complete grain code on the market, is the most up-to-date and latest grain code published, contains over 14,000 code words. Effects a greater reduction in tolls than any other domestic code. Contains code words for the U. S. Standard Grades of Wheat, Corn and Oats. Price, leather bound, \$3.00; paper bound, \$1.50.

GRAIN DEALERS JOURNAL,  
309 So. LaSalle St., Chicago, Ill.

## FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

## GRAIN FOR SALE.

GET OUR PRICES on Red Top or Sumach Black Amber and Orange Cane Seed, also Sudan Grass in carload lots. SHARP GRAIN CO., Healy, Kansas.

## GRAIN WANTED.

IF YOU WISH to get in touch with a large number of dealers who have grain of all kinds for sale, insert an advertisement in the "Grain Wanted" columns of Grain Dealers Journal, Chicago, Ill.

## EAR CORN WANTED.

WANTED—Good sound ear corn, any color. Wire or write Stiefel & Levy, Fort Wayne, Ind.

## SEEDS FOR SALE—WANTED

I HAVE RECEIVED very good results from my ad and will send you some more business when I have seeds to sell. A. J., Holstein, Ia.

## MILLET SEED FOR SALE.

I have several cars Hog and Siberian millet for sale. Prices and sample gladly submitted. Address M. M. Summers, Willard, Colo.

FOR SALE—Any quantity and quality of seeds you want to purchase. If you don't find what you want in the "Seeds For Sale" section, advertise for it.

FOR SALE—Hog, Siberian, Common, White Wonder and Early Fortune millet. Red and black amber cane, sudan. Can furnish straight or mixed cars, cleaned or country run. Reimer-Smith Grain Co., Holyoke, Colo.

## NATHAN &amp; WOLF CO.

Fort Wayne, Indiana  
BUYERS AND SELLERS  
Red and Mammoth Clover, Alsike and Alfalfa, Sweet Clover and Timothy.  
Send samples for bids  
Ask for our price list

## We Buy SEEDS

Fancy New Crop  
OATS, MILLET  
SPRING RYE  
SPELTZ  
BARLEY  
SWEET CLOVER  
TIMOTHY, etc.

Mail Samples  
For bids  
Sample Bags  
Sent on  
Request

NORTHROP, KING & CO.  
Seedsman - Minneapolis, Minn.



HAY SPECIALISTS



# SEEDS FOR SALE—WANTED

## Field and Grass Seed Trade Directory

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale seed merchants.

BUFFALO, N. Y.

Stanford Seed Co., The, wholesale field seeds  
Barkemeyer Grain & Seed Co., field seed dealers.

CHICAGO, ILL.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

COBURG, IOWA.

McGreer Bros., whlse. seed corn our specialty.

CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.

FORT WAYNE, IND.

Kraus & Apfelbaum, field seed dealers.

INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain and field seeds.  
Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
Kellogg Seed Co., field and grass seeds.  
North American Seed Co., wholesale grass & field seeds.  
Teweles Seed Co., L., seed merchant.

MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.  
Northrup King & Co., field seeds.

NEW YORK, N. Y.

Nungesser-Dickinson Seed Co., wholesale seed merchants.

ST. LOUIS, MO.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

TOLEDO, OHIO.

Crumbaugh-Kuehn Co., wholesale field seeds.  
Hirsch, Henry, wholesale field seed.  
Toledo Field Seed Co., The, clover, timothy.

**L. Teweles Seed Co.**

MILWAUKEE, WIS.

**Grass and Field Seeds**

**The Toledo Field Seed Co.**

**Clover and Timothy Seed**

Consignments solicited Send us your samples  
TOLEDO, OHIO

**BUYERS AND SELLERS**

of Grain Elevators. You can make your wants known quickly by advertising in the "Elevators for Sale and Wanted" columns.

**KELLOGG**  
SEED COMPANY  
MILWAUKEE, WISCONSIN  
FIELD AND GRASS SEEDS

**LOUISVILLE SEED COMPANY**  
Incorporated  
Louisville, Ky.  
Headquarters for  
**RED TOP AND ORCHARD GRASS**  
BUYERS AND SELLERS  
OF ALL VARIETIES

**OCTOBER CLOVER SEED**  
Circular just issued gives summary of conditions and trading requirements.  
Sent on request!  
**Southworth & Co.,** TOLEDO OHIO  
"Alive Since 1881"

**Kraus & Apfelbaum**  
Ft. Wayne, Ind.

**Wholesale Field Seed Dealers**

Our AA Brands stand the test.  
Ask the dealers who buy them.

Dealers in the

**Clover, Alfalfa and Timothy**

Seed Districts, mail us your samples. We are always in the market. Let's get going with one another.

**Crabbs Reynolds Taylor Company**  
CRAWFORDSVILLE, INDIANA  
Buyers and Sellers  
CLOVER AND TIMOTHY SEED—GRAIN

**BARKEMEYER**  
Grain & Seed Company  
Chicago  
**SEEDS**  
Bag Lots or Car Lots

**The J. M. McCullough's Sons Co.**  
BUYERS—SELLERS  
Field and Garden Seeds  
Cincinnati - - - Ohio

**RUDY-PATRICK SEED CO.**  
ALFALFA  
Northwestern and Kansas Grown  
SUDAN  
We Invite Your Inquiries  
KANSAS CITY - - MO.

**The Stanford Seed Company**  
(INCORPORATED)  
Wholesale Field Seeds  
BUFFALO - N. Y.

**North American Seed Co.**  
WHOLESALE GRASS & FIELD SEEDS  
Milwaukee, Wisc.  
"THE HOUSE OF QUALITY"

**COURTEEN SEED COMPANY**  
MILWAUKEE, WIS.  
WEEKLY PRICE LIST ON REQUEST

**ED. F. MANGELSDORF & BRO.**  
Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder Seeds, Sudan Grass, Soy Beans, Cow Peas  
First and Victor Streets St. Louis, Missouri



**CRAWFORDSVILLE SEED CO.**  
**FIELD SEEDS**  
CRAWFORDSVILLE, INDIANA

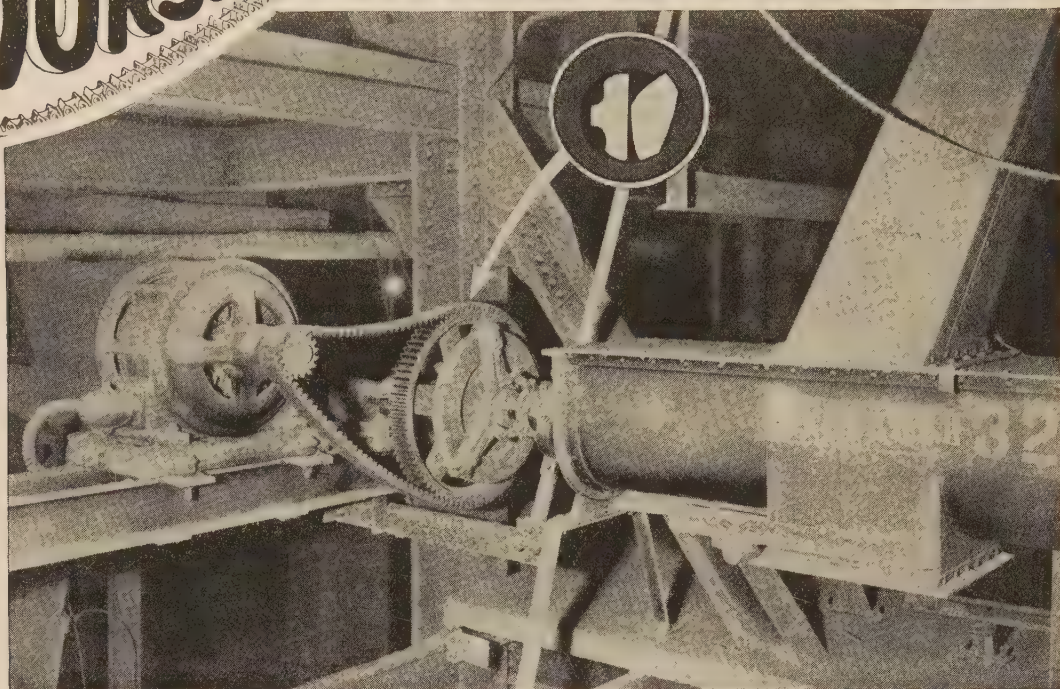
**NUNGESSER-DICKINSON SEED CO.**  
New York, N. Y.  
BUYERS AND SELLERS  
**Clover and Grass Seeds**

**The Crumbaugh-Kuehn Co.**  
TOLEDO, OHIO  
We Pay Top Prices for Your Seeds—Your Track or Toledo — Send Samples  
TOLEDO, OHIO (Samples, Prices and our Market Letter Upon Request—We Deal in Both Cash and Futures.)  
**CLOVER SEEDS**  
Sweet Clover  
Alsike Alfalfa  
Timothy





# SILENT CHAIN DRIVES



20 Horsepower Morse Silent Chain driving screw conveyors delivering grain. Chicago & Northwestern Railways Terminal Elevator, South Chicago, Ill. Sixty-two Morse Silent Chain Drives, aggregating 7,385 horsepower, are installed in this grain elevator.

## 28 Morse Drives in World's Largest Mill

Water power was the source of Minneapolis' greatness; the Falls of St. Anthony and the rapid current of the upper Mississippi attracted the pioneer millers of the Northwest, and the production of flour increased until it exceeded that of any similar area in the world. With cheap power and abundant supplies of excellent wheat, Minneapolis took a leading part in the development of milling machines and processes, and in the utilization of time, labor and money saving devices.

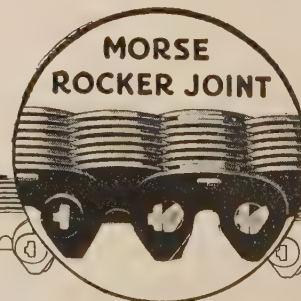
Power is cheap only when it is transmitted efficiently. That is why there are 28 Morse Silent Chain Drives transmitting 670 horsepower in the plant of the Pillsbury Flour Mills Company, the largest mill in the world. These drives were selected because they were the best obtainable for the work they had to perform. Mills of every description have found Morse Drives the most efficient carriers of power. Made in sizes from one-quarter to 5,000 horsepower, which transmit 98.6% of the developed power.

### MORSE CHAIN CO., ITHACA, N. Y.

*There is a Morse Engineer near you*

ATLANTA, GA.  
702 Candler Bldg., Earl F. Scott & Co.  
BALTIMORE, MD.....1402 Lexington Bldg.  
BOSTON, MASS.....141 Milk Street  
CHARLOTTE, N. C. 404 Commercial Bank Bldg.  
CHICAGO, ILL.  
Room 803, 112 West Adams St.  
CLEVELAND, OHIO.....421 Engineers Bldg.  
DENVER, COLO.....211 Ideal Bldg.  
DETROIT, MICH.....7601 Central Avenue

NEW YORK CITY.....Room 1871, 50 Church St.  
MINNEAPOLIS, MINN.  
413 Third Street, S., Strong-Scott Mfg. Co.  
PHILADELPHIA, PA. 803 Peoples Bank Bldg.  
PITTSBURGH, PA.....Westinghouse Bldg.  
SAN FRANCISCO, CAL.....Monadnock Bldg.  
ST. LOUIS, MO  
Railway Exchange Bldg., Morse Chain Co.  
WINNIPEG, MAN., CAN.  
Dufferin Street, Strong-Scott Mfg. Co.





## GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, DECEMBER 25, 1924

CORN that is soft is getting into condition for shipment with the coldest corn belt Christmas in fifty years.

**REINFORCED CONCRETE** tanks often form a protecting fire wall to the great profit and advantage of the owner. A case of this kind recently developed at Cairo, Ill., where the company's office and hay warehouse were burned, but the elevator which stood on the opposite side of the concrete tanks was protected by them from the flames and thus saved.

**GROUND RENTALS** of the I. C. R. R. which were to be reduced to a more uniform rate seem still to be as formerly so few of the lessees have a uniform rate and the dealers are paying whatever they are willing to pay without a fight. A comparison of the charges paid would disclose such discriminations against many of the country dealers that some country elevator operators might have just cause for a suit for damages. It would pay to investigate.

**THE LOAD LIMIT** as well as the nominal capacity of box cars will be marked on all box cars after Jan. 1st if the American Railway Ass'n's endorsement of the recommendation of the Mechanical Division is carried out as now contemplated by the general committee of the Transportation Division. This should bring about heavier loading of box cars and help to reduce the delays and congestion. It should also help country shippers to avoid overloading box cars as well as assist them to use their full capacity.

WITH a royal commission investigating the high cost of farm products in Great Britain and an Agricultural Commission investigating the agricultural depression which has been prevailing in the United States, the cross word experts will have enough to keep them busy all winter.

**GALVESTON** will handle five or six times as much grain on the present crop as it did on the crop of 1923 and as heretofore the movement of grain to that port has been accompanied by delays, congestion and hazards. The port is greatly in need of another modern fire proof elevator of large storage and rapid handling facilities. Why does not some one awaken the Santa Fe.

**CITIZENS** who express so much dissatisfaction over the delay encountered in adjusting income taxes at Washington, on incomes over \$15,000, might make more progress toward a change that would galvanize the 6,000 inhabitants of the Washington income tax bureau into activity, by considering that this bureau is the creation of the congressmen whom we have elected and that a change must be accomplished in the same way, by working up sentiment for reform and expressing it at the ballot box.

**THE ELEVATOR MANAGER** who tries to obtain favor with any of the directors of his organization by paying more for the directors grain than the market justifies is undermining the very foundation of his institution. If the supercilious government officials who now pretend to be investigating the causes of failure of co-operative elevators would hold confidential conferences with the managers they would quickly learn why so few of the farmers elevators succeed. The selfishness of the directors places no check on their own greed so they suspect the managers of favoring everyone else and grant him little authority.

**THE Grain Futures Administration** denies the newspaper story that a certain individual had 105,000,000 bus. of wheat, corn and oats bought. The denial led some bulls to sell out for fear their leader had deserted them, and the bears reacted. Then the bears who had been seeing the gentleman's wheat, corn and oats left him without his permission, learning that he had no great quantity to sell covered their shorts precipitately. It is hoped that the grain futures administration will find some individual speculator who is long at least 50,000,000 bus. of grain and publish the fact, not the name, so the farmers will know they have at least one good friend on the Board of Trade.

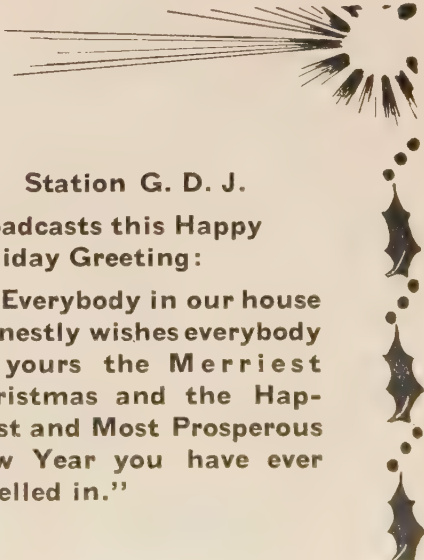
**RESISTANCE** to government regulation of business may be strengthened by the Department of Commerce undertaking to regulate and censor the radio. The packers, the grain exporters and the steel manufacturers who have more or less successfully resisted government interference with their activities, have been too few in number to have their voice of protest heard. Now, if the federal government can only be persuaded to regulate radio the objectors to bureaucratic intrusion will have their ranks reinforced by the several million radio listeners, who want to hear jazz, for example.

**DEALERS** selling to a miller or other ultimate consumer often can get an extra cent per bushel for a car of wheat that happens to be country run by simply informing the buyer of the fact. When the price is the same, mere mention that the car is country run will turn the scales in favor of the dealer with the country run grain.

A **BROKER** at Chicago and New York doing business under the name of Kardos & Burke who failed two years ago for five million dollars has been convicted of trading against the account of a customer and we presume will be severely punished. Curb traders have been guilty of so much bucketing of trades during recent years the wonder is any trader will trust them with further orders.

**GRAIN DEALERS** who are handling side lines to occupy their spare time and capital between crops are generally agreed that book accounts are an extremely hazardous feature of merchandising, so many are preparing to start the new year without charge accounts and thereby avoid the labor of keeping books and lending money without interest. Those who have not yet developed enough backbone to refuse any further credit are printing on their bills and statements in red ink, "Note. One-half of 1% will be charged each month for interest on unpaid balances." While that is a very light charge, no doubt it will checkmate farmers' efforts to induce the grain dealer to grant them credit indefinitely.

**TRADING** in grain for future delivery has again been resumed on the Berlin Bourse after ten years suppression. The Imperial German Government thought it would be a good thing until audits of different quarter-masters stationed about Berlin disclosed that none of them paid the same price for oats. The dealers having no public market to guide them in prices, bought and sold oats at whatever price they could get. The trouble with most of the regulators of grain trading is that they overlook the fact that the grain exchange is simply a well regulated public trading place where men must abide by their contracts and make known sales prices to the world so there is no chance for deception or fraud.



**Station G. D. J.**  
**Broadcasts this Happy Holiday Greeting:**  
**"Everybody in our house earnestly wishes everybody in yours the Merriest Christmas and the Happiest and Most Prosperous New Year you have ever revelled in."**



KAFIR AND MILO MAIZE are both profiting largely by the shortage in the corn crop. One day last week Kansas City received 104 cars and the price persists in advancing. There is a bountiful supply of oats so the absence of Indian corn from the feeding yards may not be so grievous a matter as has been supposed.

16,000 FARMERS CONTRACTS held by the U. S. G. G. Inc. are being hawked about with no takers. Evidently Aaron Sapiro did not write his contract for the signers seem to have escaped. The Grain Growers not being able to function would like very much to unload the contracts it collected at great expense on any one who has money.

DAKOTA farmers are profiteering at the expense of consumers, according to the State Agricultural College of North Dakota, giving the cost of producing wheat in North Dakota in 1924 as only 81 cents per bushel. These greedy farmers are now selling their wheat in the markets at a dollar profit. Let the scoundrels be drawn and quartered. The agitators who were shouting loudly against the speculators last year, have not entered one word of complaint against the rising prices.

THE MANITOBA POOL in a recent bulletin to members enlarges on the great advantage the pool members enjoy, in the opinion of the pool's attorney, in having their payments from the pool for wheat exempt from garnishment for debt. In other words, the wheat growing farmer who is a member of the pool can not be compelled to pay what he owes to local country merchants for the supplies that with his labor helped to make the crop he is under contract to deliver to the pool. If this construction of the law is actually applied in practice the outcome, instead of being an advantage, will be distinctly unfavorable to the wheat grower. When all the country merchants understand that they can not collect for supplies furnished a farmer who is a member of the pool the farmer will find his credit gone. When he applies for a little assistance the merchants will have to refer him to the pool, to which he has sold himself body and soul. The poor farmer will have no money and no friends.

PROTEIN tests will not be made a part of the official wheat grading system, the Sec'y of Agriculture, in his annual report stating that the test necessitates the use of a highly technical chemical method. It is no one's duty therefore to buy wheat on the basis of the protein test, and the grades of wheat deliverable on future contracts on the exchanges can not be qualified to include a protein test. Altho the protein strength thus is no part of the official marketing system every country shipper who has had samples of the wheat coming in to his station tested for protein is in position to deal intelligently with terminal market millers and receivers who are bidding premiums for the higher testing wheat. Some of the larger milling companies made tests early in the season on the crop in different localities and have been doing their buying with discrimination in favor of the higher testing stations; but no country shipper who has superior wheat should give it away.

EVERY observing fair-minded farmer of experience will regretfully admit that the sweetness of high bids never equals the bitterness of poor service, which is so clearly reflected in slow handling facilities, grades and scales of doubtful accuracy and deferred payments. It is a seasonable time for each elevator operator to make a careful inspection of his house and then resolve to improve his service until it delights all patrons.

A TEST case against trade assn's is now being worked up by the attorney-general of the United States to determine how far they may go in collecting and disseminating statistics. Grain dealers will be pleased but not surprised to learn that the department of justice has been unable to find any grain organization to be made defendant, and contemplates choosing a lumber or coal ass'n for the test case. Why not place the Chicago Board of Trade on trial for compiling the visible supply of grain statement every Monday?

POOLING of oats, barley, flaxseed and rye is advocated in a resolution adopted by the directors of the Manitoba Co-operative Wheat Producers, Ltd., oblivious to the fact that pooling is still on trial. With pools of various kinds falling by the wayside in the United States this method of marketing can not be said to have earned a right to expansion. Even in Canada, where pooling is most in favor, many farmers in the wheat pool, this year devoted their acres to flaxseed or oats, simply to get out of the clutches of the pool.

FIREMEN need more intelligent direction at fires in grain elevators and grain mills else they are sure to do more damage than good. It has been repeatedly reported from Montreal recently that a number of firemen were kept pouring water into bins of the Windmill Point grain elevator for 24 hours after the dust explosion which was not followed by fire of any consequence. Why elevator owners will permit the wanton destruction of grain which firemen are paid to protect, is past comprehending. Timid men who are easily panic stricken by a little dust and smoke have no place in a fire department that has to deal with grain elevator dust explosions or fires.

DEALING IN FUTURES is exceedingly distasteful to the wise lawmakers of Georgia, so this week Gordon Dickson and John Jones, Atlanta cotton brokers, were fined \$500 each and given a sentence for twelve months in the penitentiary which was suspended. In that state it seems to be all right to deal in futures so long as you don't put up a margin because the aforesaid wise lawmakers are very finicky in this matter of margin. Anybody can forecast the future either before or after the grave, but if they put up money as a guarantee that they really believe what they are saying and doing, why then they must go to jail. During the days of the Spanish inquisition many people were tortured beyond belief for voicing their convictions and today we are having a reign of intolerant bigots who insist on fining and imprisoning everyone who does not believe and act as the bigots dictate. Such intolerance was to be expected from the ignorant masses of the middle ages, but that does not excuse such bigotry today.

OUR "Leaking in Transit" reports helped many shippers to collect for grain lost from leaking cars that the grain originating carriers have repaired their cars so they no longer leak and we get no more reports from observing readers. Do you think the railroads will abolish their claim departments?

GRAIN DEALERS who have been using code words which mean "Time of Delivery" when "Time of Shipment" was intended may be able to give the trade a diagram of why the code words designed to be used for shipment can with safety be used to indicate time of delivery. Everyone will be tickled to death to know because none can tell how soon they will be cast into hot water with this difference.

CLOVER SEED THIEVES have attracted the attention of grain dealers of Ohio and Michigan recently by unusual activity. Grain dealers who want relief from these midnight prowlers should employ a watchman with a sawed off shotgun. Thieves of these two states have successfully got away with so much of the stolen seed the last two years we can not expect them to desist until some one of the number has been shot or put into the penitentiary.

EMBARGOES on the movement of grain from the seaboard threaten to become a factor which grain shippers will be forced to contend. The embargo comes as the result of an unusual condition abroad, where the ports of imports have become clogged with heavy arrivals from America; and the grain is backing up in Atlantic seaboard elevators. As to oats the situation is aggravated, there being no real demand for this cereal abroad. Fortunately shippers here waited for orders before moving the oats to the seaboard so that the oats are now in Minneapolis and Chicago elevators, Chicago having 17,700,000 bus., against 3,200,000 a year ago. Minneapolis elevators contain 22,400,000 bus. oats, nearly twice the quantity of wheat there. The U. S. visible supply of oats is 68,500,000 bus., against 18,300,000 a year ago. The Canadian oats visible is 16,000,000 against 8,700,000 last year. Country dealers who have room can help the situation by holding the oats in their houses and hedging the sales of the July future.

DUST ALWAYS has arisen in large volume from grain whenever it is handled and doubtless it will continue to do so excepting from grain grown in a very damp, rainy season. But the amount of dust created or collected in large terminal elevators is almost past belief. The report of one fire insurance inspector visiting the Windmill Point elevator recently after its dust explosion, is to the effect that dust accumulated at the end of one belt conveyor at the rate of 120 bu. a day and this conveyor gallery was ventilated so that the wind could easily carry out the finer dust. While perfect ventilation may have reduced the dust explosion hazard at this point it did not reduce the waste. Either this dirt should be placed back in the grain and passed on to the last buyer or else it should be weighed up and charged back to the shipper. Accepting dirt or refuse of any kind and paying for it at wheat prices is an extravagant practice not likely to result in fabulous profits to grain elevator operators. Why continue it?



**DARK HARD** wheat of high protein test is demanding attractive premiums in southwest-ern markets. Selling wheat on a protein basis is but a wild speculation with the country grain merchant until some simpler method of determining the percentage of protein is perfected. The present tests require the skill of a chemist and even then chemists seldom agree on the percentage in a given sample. Many of the millers seem to prefer dark hard wheat which is said to contain a high percentage of protein so they pay the premium.

A **FACETIOUS** Ohio correspondent who has recently improved his elevator writes that he has just "broke two ribs by getting entangled in a belt. That's enough." Sure, that is enough. It should be enough to warn other elevator operators to protect all their belts as well as other moving machinery against anyone coming into contact with them while they are being operated. That is the only sure way to save human lives. A couple of Iowa elevator operators had their hands mangled, one by a corn tester and one by getting his mitten caught in a chain drag.

**OKLAHOMA RAILROADS** moved during the five months July to Dec. 33,615 cars of wheat, which at an average of 1,250 bus. a car would amount to 42,018,750 bu. The wheat received at mills from wagons was reported to be 3,301,200, making the total receipts 45,329,950 bu. or 86% of the total estimated crop. If the estimate was right as some grain dealers doubt, about 14% of the wheat is back in the farmers' hands or in country elevators. While every grain dealer earnestly wishes that all of his farmer patrons could market their grain at the top price of the crop, they have not yet been able to help them to its attainment.

**CONGRESSIONAL** interference with the freight rate structure of the country by a proposed reduction of the rate on basis commodities and increasing the rates on manufactured articles is disapproved by shippers generally. The so-called basic commodities form so great a part of all the revenue freight carried that a small reduction here might require exorbitant and even prohibitive rates on the higher classes of merchandise. Until it develops that the carriers, as a whole, are earning more than the percentage allowed them by the Transportation Act no wholesale revision of freight rates should be undertaken. It would unsettle business and keep it in the dumps.

**THE APPROACH** of the New Year suggests that it is time for every elevator operator to install labor saving forms to facilitate and expedite the work of recording all business transactions. The duplicating book with its many different forms has become an article of such general use that many firms depend upon it entirely for a complete record of different classes of transactions, but no where does the triplicating book serve the dealer to better advantage than when used in confirming sales and purchases. Not only do the blanks provide for the essentials of each transaction, but they help him to get a clear statement of what he intended to the other party to each transaction before it is too late to correct the error without loss.

**GRAIN SHIPPERS** everywhere will be pleased to know that 45 western railroads have appealed to the U. S. Railroad Labor Board to annul an agreement between the Southern Pacific Railroad and its engineers and firemen by which the workers were recently granted an increase in wages. These railroads through their conference committee have pointed out that unless this agreement is abrogated it will be necessary to increase western freight rates. This will not delight dealers who have grain sold for delivery at the old rates of freight. It would seem that the grain shippers associations might in fairness be asked to be made a party to the hearing in that they represent the public interest in the increased wages.

## More Care Needed in Billing Grain.

At a recent gathering of local dealers in Illinois, Mr. B. B. Bishop, a track buyer of considerable experience, again called shippers attention to careless practices in billing their grain and making drafts, practices which not only cause unnecessary delay and expense, but which often break off cordial business relations which have been satisfactory to both parties. He suggested that shippers appeal to bankers to check carefully all drafts and Bs/L so that at least the same firms may be named in both documents.

When a draft is made against one receiver and the B/L attached to it instructs carrier to notify some other receiver, the banker at destination knows some one has blundered. To untangle the muddle and get the B/L in the hands of the firm for whom the grain is intended requires a lot of telegraphing, worry and expense that should not be necessary. If you are agreeable to the consignee on whom you are making draft to have the grain called for in the B/L then always see to it that the same firm name is given in both documents.

## 1925.

The new year dawns rich in promise of greatly improved conditions for the grain producers and the grain handlers of North America. Greatly reduced production in Europe has created a strong active demand abroad for all our surplus grains.

New Year's Day is the generally accepted time when all thoughtful men pause to dwell in retrospect on the trying experiences of the past and to gaze with searching eyes into the crystal of the future. This season it will be a pleasant pastime. The year now drawing to a close started with most ominous skies, but favorable crops at home and an overwhelming vote of censure for the radical business baiters has displaced discouragement with an unfaltering faith in the pleasing promise of the future. Both the path the trade has traversed the last six months and the one it is to tread next year are heavy with golden opportunities for the observing, keen minded grain merchant. All signs foretell of better trade conditions ahead.

We sincerely hope that our earnest efforts to keep our readers thoroughly posted on grain trade matters may help to bring them added happiness and increased prosperity for 1925.

## Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Jan. 15-16. Indiana Grain Dealers Ass'n at Indianapolis, Ind.

Jan. 20-22. Farmers Grain Dealers Ass'n of Iowa at Fort Dodge, Ia.

Feb. 10, 11 and 12. Farmers Grain Dealers Ass'n of Illinois, at Peoria, Ill.

Feb. 12. Tri-State Country Grain Dealers Ass'n, at Minneapolis, Minn.

Feb. 17-19. Minnesota Farmers Grain Dealers Ass'n at Minneapolis.

Oct. 12-14. Grain Dealers National Ass'n at Kansas City, Mo.

Oct. 12-14. U. S. Feed Distributors Ass'n, Kansas City, Mo.

## Chas. Kennedy Dead.

Long known in the grain trade and admired and respected by friends and acquaintances, Chas. Kennedy, Buffalo, N. Y., passed away on Dec. 24 following an illness of some standing.

He established the firm of Chas. Kennedy & Co. in 1886 and incorporated it in 1911. The company specialized in handling milling wheat and was one of the largest concerns in Buffalo dealing in this division of the grain trade.

During his crowded lifetime in the grain business Mr. Kennedy served in several positions in the Buffalo Corn Exchange. In 1912 he was elected pres. of that organization. He also served in various capacities with the Council of North American Grain Exchanges, being 3rd vice-pres. of that body in its inception in 1909.

In 1917 he severed his connections with his company for the period of the World War and accepted an appointment as Buffalo agent for the Food Administration Grain Corp., devoting his entire time and service to purchasing wheat for the Government account, without thought of compensation.

His wife, Helen P. Kennedy, his sons, Chas. M. and Robert P., and his daughter, Mrs. Howard R. Hatch, as well as his countless friends deeply mourn his death.

His sons were associated with him in the grain business. They will doubtless continue to conduct it along the old lines.



Chas. Kennedy, Buffalo, N. Y., Deceased.



## Asked— Answered

[Readers who fall to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Tax on Futures in Canada?

**Grain Dealers Journal:** Have there been further developments in connection with the court ruling against the tax on future trades in Manitoba, since the publication of the decision on page 672 of the Journal for May 25?

—Wm. H. Muller & Co., Inc., New York N. Y.

**Ans.:** After the decision by the Supreme Court there comes an appeal to the Privy Council, and we know of no progress towards a final decision? Meantime the brokers are collecting from customers the amount of the tax, which is per thousand bushels, 6c on wheat, 12c on flaxseed and 3c on oats. There is some prospect that the tax may be refunded.

### Value of Corn with Moisture?

**Grain Dealers Journal:** Is there any table or reference by which we can figure the amount gained by selling corn that is heavy with moisture rather than selling it after the moisture has evaporated? In other words, if we sell corn to-day containing 24% moisture for \$1.05 and sell the same corn at a later date containing 17% moisture for the same price, have we gained or lost by the transaction and how much?—Guyer Grain Co., Chillicothe, Ill.

**Ans.:** A table and the formulas for calculating all angles of this question were published in the Grain Dealers Journal Nov. 25, page 671.

Applying the formula there given 1,000 bus. of corn, for example, dried down from 24 to 17% water would shrink to 927.71 bus. Altho the reduction in moisture content is 7 per cent the loss in weight is slightly greater. The loss in dollars on the deal is not 7 per cent, but 7.229 per cent. Practically, however, most of the loss in weight will be regained in the higher price at which the corn can be sold due to the improvement in grade, depending on market conditions.

### A Put and Call Tender by Whom?

**Grain Dealers Journal:** I have received a circular from a concern having offices at Kansas City and claiming to have headquarters in New York soliciting investment in what the circular repeatedly refers to as "guarantees" on 10,000 bus. of wheat or corn. I am urged to remit \$25 for a "guarantee," or combined put and call spread good for one week on 10,000 bus.

An example given in the circular stated that if the market goes one cent beyond the guarantee price I will be paid a profit of \$100.

What are the loopholes in this scheme?—Oklahoma Grain Dealer.

**Ans.:** The method of operating is the same as that used with privileges, the federal tax on which is prohibitive. If the tax is evaded by no sale of a privilege the deal is a bet on the market, and as the seller of the "guarantee" names the number of cents away from the market it is in the seller's power to have the quotation so far from the market that the "guarantee" could seldom be of value to the buyer. This is possible because there is no market in the United States where privileges are dealt in and officially quoted.

Statistics show that the buyers of privileges lose in the long run.

Suspicion attaches to the circular because the name of no person back of it is given, and the investor is not quoted a price on the "guarantee." Also the circular fails to give the buyer the profit that goes to a speculator having a put or call bought or sold against, when the market reacts far above or far below the price at which bought or sold against.

By its own admission that, "All we do is to pay you the amount your protection calls for as per the market's movement and per your instructions if the market reaches your figures," the circular shows the transaction to be a bet on differences, without a legitimate purchase

or sale of grain for future delivery. Therefore the operators of the scheme have no source of revenue other than the remittances of buyers from which to pay expenses and profits. All schemes which rely on remittances from investors to pay profits inevitably result in failure, such as that of Leo Koretz of Chicago and Ponzi of Boston.

### Credit for Lower Rate on Sale Delivered?

**Grain Dealers Journal:** A dealer purchased a car of grain from a broker who agreed to deliver the grain at the dealer's station for a certain amount per bushel, stating upon the confirmation that the freight rate would be 19c per 100 lbs. Upon receiving the car of grain the dealer found that the rate was only 16 cents. Is the dealer entitled to the 3c per 100 lbs. rebate on this purchase from the broker?—H. W. Middleton, mgr. Coshocton Farmers Exchange, Coshocton, O.

**Ans.:** As the price was quoted on a delivered basis the buyer is not interested in the freight rate. If the rate had been more than that quoted by the broker the buyer who paid it could charge back the difference to the seller. And the rule works both ways, the seller getting the credits, if any. Of course, this may be an error by the railroad in the expense bill. If so, the buyer should hold the rebate, in the event the railroad later tries to collect the undercharge. If it is not an undercharge the buyer has no right to hold the difference on a sale delivered.

**Grain Dealers Journal:** The seller having quoted the grain at a delivered price based on 19c rate should allow 19c freight. Almost all grain is bought at a price based on certain freight rate, and as buyer usually figures on transit privileges the rate is very important.

If seller had sold the grain at a delivered price without specifying the rate the answer given would be correct, but where freight rate is part of contract the freight allowance should be allowed buyer.—B. K. S., Ft. Worth, Tex.

The contract provided only that shipment should be made from points that took a certain rate thru Buffalo, not that the rate should be the same to every point of reconignment from Buffalo. The fact that the rate to the ultimate destination was higher was due to buyer's choosing to route to the few exceptional points that took the higher rate out of Buffalo.—Ed.

### Claim for Delay?

**Grain Dealers Journal:** We shipped a car of new wheat to Cincinnati. This car was sold at \$1.37 delivered Cincinnati, but owing to a delay of about 10 days in transit, the wheat got warm and we had to accept a discount of 8c per bushel for which amount we entered claim. The claim agent stated that all we were entitled to was the actual value of the wheat on the day that the car should have arrived, which was \$1.30½, and that all that we could recover would be the difference between what we actually got for the wheat, \$1.29, and the \$1.30½ or 1½c per bushel.

This certainly looks unreasonable and we were wondering whether or not you could cite us the decision that would cover this case. Had this car been a consignment, there might have been some merit to the railroad company's contention, but under the circumstances, it certainly does not look reasonable. We asked the claim agent that in the event of an advance in the market, whether or not we would be entitled to the advance, in other words, had wheat advanced 7c per bushel or worth \$1.44 the day the car should have arrived, he claimed that we would have been entitled to a settlement on a basis of the advance of the market.—Stiefel & Levy, Fort Wayne, Ind.

**Ans.:** It is true as stated by the claim agent that destination value on the date the grain should have arrived is the measure of damages. The shipper is entitled, under the law, to the difference between that value and the

value when actually delivered, if the market price declined during the delay.

For deterioration in value due to going out of condition the shipper is entitled to damages based on the value in the condition it would have arrived in if not delayed; but not if the deterioration was due to inherent vice in the grain, such as dampness.

It seems in this case shipper can only demand the 1½c per bushel allowed by the claim department.

### Punishment for Plugging Cars?

**Grain Dealers Journal:** Is there any law against plugging a car of hay?

I had a man shipping hay here this year who would put a load of musty hay in each end of the car, and then pack good hay in the remainder of the space.

I understand the man who bought the hay is having trouble with the hay. This crook is not worth anything; he does that kind of business with everyone he deals with.—H. Hall Unionville Center, Ohio.

**Ans.:** All states have laws against "obtaining money by false pretenses" that could be made to fit a case where hay was adulterated by plugging with musty hay with the purpose to defraud.

Also, the federal government has a law against the shipment in interstate commerce of any foodstuff adulterated with filthy or decomposed vegetable or animal matter. The statute law carries a penalty of fine or imprisonment or both. The federal law carries a fine from \$25 up.

The difficulty is in proving that the plugging was done knowingly and wilfully with the purpose to defraud. It is best not to deal with known crooks, and when dealing with unknown shippers to inspect the car before paying draft.

### The McCaull-Dinsmore Decision?

**Grain Dealers Journal:** The claim department of the B. & O. R. R. Co. has cited the decision of the McCaull-Dinsmore Co. against some railroad in trying to settle with us on claim for delay in transit. Did any of the issues of the Grain Dealers' Journal contain this decision?—Stiefel & Levy, Fort Wayne, Ind.

**Ans.:** The McCaull-Dinsmore decision was published in the Grain Dealers Journal Oct. 2, 1919, on page 767. The suit was against the C. M. St. P. R. R. Co., and was the first grain case to be prosecuted to the court of last resort under the Cummins Amendment to the Interstate Commerce Act of Mar. 4, 1915, forbidding carriers to limit their liability for the "full actual loss."

For all the years prior to the enactment of the Cummins Amendment the carriers were liable for the full actual loss on destination value, under the common law. Claim agents, however, defeated shippers by insisting on settling claims on value at point of origin. The Cummins Amendment does not mention destination value, but does prevent the carriers from defeating the common law rule by any limitation of liability.

### From Abroad.

Futures trading has been permitted on the Berlin Bourse since Dec. 1. This had been prohibited since the end of July, 1914. Now wheat, rye, oats, corn, and rye flour are dealt in from 12:30 each working day except Saturday on the Bourse. Future quotations beyond May are not permitted in December. Otherwise, however, any intervening month may be quoted.

Russia is obliged to import American grain to aid the 6,000,000 Russian people facing starvation in the lower Volga regions. That country has ordered 30,000 tons of American rye through Finnish firms, according to Risto Ruti, president of the Finnish State Bank, the orders being subject to immediate delivery in Leningrad. Finnish merchants believe Russia intends to make large additional purchases of American grain during the winter in an effort to prevent a famine in the Soviet industrial centers.





# 1924—The Grain Trade—1925

By Frank L. Carey, Pres., Chicago Board of Trade

A single outstanding fact brightens the prospects of the grain industry. It is the improved condition of agriculture. In the confident belief that these better times will continue, the grain trade turns to the new year with high hopes. Not since the war has the outlook been so promising.

Every industry must at some time meet the crucial test of its existence. Either it rises above the obstacles thrown in its path or it crumbles in a heap of ruin. This year has proved to be the crucial test for the grain exchange. And today it is more efficient, more secure, than at any time in history.

Momentous events, political and economic, churned the marketing channels almost constantly during the year. Thus the grain exchanges, which for five years had stood at the cross-roads, were compelled to shoulder a heavier burden than ever before.

Grain exchanges never have been and perhaps never will be able to keep out of politics. Like the railroads, traction companies and other public utilities they constitute an easy mark for the demagogue. Someone is always dissatisfied and such unrest is too frequently transformed into votes. Hence the spotlight of public attention has long been trained upon the exchange.

When the year opened, farm depression was in full swing. So it was in the grain trade. One firm after another was going out of business. Other firms were consolidating to reduce overhead. Still others were cutting staffs to a fifth of the normal size. Only most rigorous economy prevented insolvency for scores of firms known far and wide.

In the face of this bitter economic situation there burst forth the most malicious radical agitation of the last decade. Strongly entrenched minorities were set upon swaying Congress to their will. They were determined to force government subsidies. Price-fixing of the farmer's produce, with the government paying the bill, was the goal sought.

When the full significance of this proposed flight into guild socialism became evident the business world fairly shuddered. Money was gradually withdrawn from many channels. Speculative support, so urgently needed in sustaining the market for the farmers' grain, began falling away rapidly. The future was filled with fear and uncertainty. Markets narrowed down and, though they functioned admirably, considering the critical condition, some economists declare the radical agitation cost the farmer several cents a bushel for his grain during the peak of the turmoil. In other words the professed friends of the farmer in reality did him great harm by injuring his markets. Had they gone out deliberately to add to his woes the result would have been no different.

For the first six months this situation continued, with the grain industry and many related businesses fighting for existence against the so-called McNary-Haugen export corporation bill, which would have placed upon the government the duty of giving the farmer permanent prosperity regardless of the cost to the taxpayer or the injury to all other lines of commerce. The bill which was soundly defeated and is looked upon today as a colossal piece of socialism did nevertheless disturb many lines of business to an extent that can hardly be exaggerated.

Immediately upon the defeat of the bill and the adjournment of congress in early June a sharp business revival was noted. For the first time in months the grain markets were permitted to function normally. They immediately swung upward, all grain rising ten cents within a few days.

All those familiar with marketing know that the grain exchange this year enabled the farmer to receive from 20 to 30 cents a bushel more

for his wheat than would otherwise have been possible.

Crop reporting facilities covering the entire world bring together the facts gathered by experts studying conditions in the various wheat producing countries. All this information, assembled from the most reliable sources at great cost, is made available to the public.

The first inkling of short crops in other wheat producing countries was quickly made known to the farmer and the public generally, as was all subsequent crop information. The investing public, accordingly, was drawn to the support of the farmer's wheat market. Prices at the very outset began responding to the foreign situation, and clearly reflected those conditions that later developed. By such action the exchange made possible high prices during the crop-moving period.

In indisputable manner events again proved that exchange prices are solely a response to supply and demand conditions; that instead of being simply speculative, these prices are a day by day reflection of how much wheat the world has, how much is anticipated, and how much is likely to be needed in meeting future requirements. Without the exchange and the comprehensive facilities for gathering and disseminating world crop news, foreign conditions could have remained vague or perhaps completely obscured during that vital period when the farmer was moving the bulk of his wheat to market.

On a single day—August 20, all records in marketing history were shattered when Chicago received 2,258,000 bushels of wheat. The effect of these enormous receipts on the market was only slight, prices receding very moderately and then recovering.

But this is only one of the many days, many weeks of large receipts. Prices remained high throughout the heavy crop-moving period and farmers received full benefit of the prevailing values. Today they are infinitely better off than they would have been under the proposed government subsidy.

The tide has turned. Radicalism received a sound rebuke at the polls. The farmer was a big factor in administering defeat. He raised his voice against his exploiters. His disentanglement from radical agrarian groups and the rapid disintegration of these groups is further proof of the new order of things in agriculture. The handwriting is unmistakable and only conservative, common-sense farm organizations will be able to survive the future. Only such organizations will be able to obtain farmer support.

Farmers are becoming more and more closely allied with the grain industry. They have tried many theoretical marketing methods. Most of these have turned out to be only costly experimenting. They know that cereals are marketed at a lower cost than any other farm commodity. They are sick of the doctrine that the government must distribute prosperity and make everyone happy whether the individual's efforts are good or bad. They want sound government and a chance to think for themselves.

President Coolidge has clearly expressed some helpful thoughts on the subject of agriculture. His desire to help the farmer is genuine. But so is his distaste for quack panaceas, and especially those that upset other businesses. Therein lies much encouragement for the farmer and for the grain exchange.

Immediate problems of the exchange include restoration of privilege trading and elimination of daily reports of trades. These moves would be highly beneficial to the marketing system. At this session of Congress such relief will be sought. Privilege trading is a form of overnight insurance of first importance to exporters, merchants and others in the grain trade. It never should have been discontinued.

The making of daily report is a market deterrent because it reveals the trade secrets of dealers by making the names public. This is a condition that always has been guarded against in other industries. The daily reports serve no valuable purpose and could well be discontinued.

**Volume of grain business.** The total receipts of wheat in Chicago during eleven months of 1924 were 66,374,000 bushels, against 51,124,000 for the same period of the preceding year. Corn receipts were 87,501,000 against 93,459,000 bushels. Receipts of all grain, including flour reduced to bushels, were 299,743,000, against 275,631,000 bus. for the same period of the preceding year.

Total wheat shipments from Chicago were 60,197,000 bus. for eleven months of 1924 against 28,861,000 in the same period of 1923. Corn shipments were 43,043,000 bus. compared with 58,330,000. Total shipments of all grain, including flour as bushels, were 186,341,000 against 184,884,000 during the same period of the preceding year.

August was the biggest month in history for grain receipts, the total being 28,237,000 bus. The largest preceding month was August 1918 when receipts totaled 27,250,000.

More and more Chicago is being referred to as the "Farm Capital" of the nation. Creation of the new cotton futures market on the floor of the Chicago Board of Trade was an important step that will prove advantageous to this district as well as to the cotton growers and merchants of the Southwest. Closer business relations will be developed between the two sections as the cotton market continues to grow.

The grain trade faces 1925 with confidence.

## Prizes Offered on Radio Letters.

Ten cash prizes for the 10 best letters written on the clearness and distinctness with which radio messages are received and mailed to the Omaha Grain Exchange, Omaha, Neb., before Jan. 1, 1925, are being offered by the latter body, says its radio com'ite.

The Department of Commerce has assigned only a wave-length of 278 meters to the Omaha Grain Exchange's station, WAAW. The Exchange believes it can serve a larger territory and a much larger number of farmers and grain dealers if it is permitted to have a different wave-length. In an effort to determine the wave-length which best reaches Western Nebraska receiving sets radio-fans in that territory are being asked to send the Exchange letters describing the clearness and distinctness of the messages received.

## Duty Cuts Imports.

Canadian export figures graphically show how the rise in the duty on wheat from 30c to 42c per 60-pound bu., promulgated by President Coolidge on Mar. 7, 1924, and becoming effective on Apr. 6, just 30 days later, has caused the almost total cessation of exports of Canadian wheat into United States for domestic use.

Between July 1, 1923, and Apr. 5, 1924, 12,036,346 bus. of Canadian wheat were imported into the United States for domestic consumption and 11,002,657 bus. for milling in bond, making a total of 23,039,003 bus. Between April 7 and Nov. 1, 1924, Canadian wheat imports amounted to 158,620 bus. for consumption and 4,515,563 bus. for milling in bond, a total of 4,674,183 bus.

Wheat milled in bond, under the milling in bond and drawback provisions of the Revenue Act, during the calendar year 1923 amounted to 9,999,592 bus.; for the first 6 months of 1924, 6,753,253. Duties paid to wheat importers during 1923 amounted to \$35,778.18, covering a total of 13,126,982 pounds of flour on which drawback was paid.

Before the rise in duty 48% of this country's imports of Canadian wheat were for milling in bond and 52% for domestic consumption. Since the increase in the duty the imports for milling in bond have increased to 97% of the total.



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Damages for Bin Burnt Oats?

*Grain Dealers Journal:* Will you kindly inform me if we can collect damages for bin burnt oats under our fire insurance policy? No damage was done to the elevator but the oats were surely badly bin burnt. Any light you can give us on this subject will be greatly appreciated by Louie Vill.

### Too Warm for the Bears.

*Grain Dealers Journal:* No matter how cold the weather gets, the grain markets we are having these days will keep a fellow with bearish ideas hot enough so he won't have to go to Florida or California to keep warm, and I'm thinking the fellow that sells either wheat or corn short, even at prevailing prices, will think Christmas is a Fourth of July celebration.

You hear a great deal of talk about the big visible in wheat being a hundred million or so, and slack export demand, but when you read of the amount of wheat and flour exported for the week it runs up to eleven or twelve million bushels. At that rate, it will take about eleven weeks (or sometime about latter part of March), to wipe out the visible; then what?—B. C. Christopher & Co., by Tod Sloan, Kansas City, Mo.

### Insists "Time of Delivery" Means Time of Shipment.

*Grain Dealers Journal:* From the item on page 464 of the Journal for Oct. 10th, "Bounce" means Delivery Within Five Days. It is very evident that some one not familiar with the grain trade's customs and practices was permitted to reply to the question. The code words on pages 20, 21 and 23 of Robinson's Cipher Code have been accepted by the trade as meaning Time of Shipment. If you will look back through your columns you will find arbitration after arbitration that has been settled on the basis of code words mentioned meaning Time of Shipment.

Trade practice over many years has established the custom that these code words shall mean time of shipment not "Time of Delivery," as given in the code. Practically all sales confirmations of carlot dealers state specifically that, "We do not guarantee delivery of grain. Our responsibility ceases when Bs/L are signed by railway company's agent at point of shipment."

The Robinson Code is practically obsolete for the present grain trade uses and we believe the trade generally would have fewer misunderstandings and cut down its telegraph tolls if it would use some other code or compile a code designed to meet the needs of present day dealers.—T. D. Phelps Grain Co., Per E. P. Wingate, Denver, Colo.

### Prefers Code Having Different Words for Shipment than Delivery.

*Grain Dealers Journal:* I note that several dealers who have been misusing code words intended to mean "Time of Delivery" are much perturbed because users of good English in the grain trade do not consider that shipment of grain constitutes delivery. In 1872 the difference between the date of shipment and the

date of delivery may not have made so much difference to buyers of grain, but today it is important that every buyer as well as every seller know exactly what his contract means in correct English. It is perfectly natural that the Robinson Code which has been used by the trade for some 52 years should have many features that are obsolete, and this is surely one of them.

We prefer to use the Universal which draws a sharp distinction between shipment and delivery. In fact it devotes three pages to such terms. On the left hand side are 149 code words indicating "Time of Shipment" and in the right hand column of the same pages are given 149 code words for "Time of Delivery." All these words begin with F, so it is easy for any one familiar with the verbiage of the code to know exactly what the word is about and where to look for it. For instance, the code word for January Shipment is "Farcing" while January Delivery is "Faultily." The code word for shipment first half of January is "Farctate" while the code word for delivery first half of January is "Faulting."

#### TIME OF SHIPMENT AND DELIVERY.

Shipment.	Immediate	Delivery.
Fabaceous	Prompt	Faithless
Fabian	As soon as possible	Faitour
Fable	Regular	Fakir
Fabling	Immediately on arrival	Falcate
Fabric	As soon as made	Falchion
Fabricate		Falciform

It is not possible for users of the Universal Code words indicating either "Time of Shipment" or "Time of Delivery" to be misunderstood regarding their desires and intentions. The arrangement is convenient and the meaning clear. Misunderstandings lead to differences, disputes and lawsuits. We do not care to have any of them. They are too expensive.—Bowen & Cohn.

### Delivery to Carrier Is Not Delivery to Buyer.

*Grain Dealers Journal:* I am glad to see your discussions of the code words in the Robinson Cipher which according to the book are intended to be used for "Time of Delivery," whereas the trade here has generally used these code words to mean time of delivery to the railroads, not time of delivery to the buyer. Every shipper readily understands that there is a world of difference between time of shipment and time of delivery at destination, but usage by the trade here seems to have been so general that every one now accepts the code words as meaning "Time of Shipment" not "Time of Delivery" as shown in the code. I believe that it is a common practice with the higher courts in interpreting the meaning of laws that they generally try to learn the intent of the Legislature or Congress enacting the law.

I am wondering what meaning was originally intended by the author of the Robinson Code. Could it be that the practices of the trade in 1872 were to buy grain for delivery to the railroad or for delivery at destination? Shipping conditions in those days were far less dependable than today and few shippers could tell within several weeks of when their shipment would reach destination when the time of such delivery was such a wild speculation.

The time of delivery to the carrier of course is dependent largely upon the shipper and when he can obtain cars for loading. If the author would make public a clearcut announcement to the effect that "Time of Delivery" in his code book was meant to indicate time of delivery to the railroad company, then I am sure that the grain trade generally would be more disposed to accept his code words to mean time of shipment instead of time of delivery at destination. The controversy surely is tightening the tangle and the trade should have some clearcut understanding regarding the use of these words or else refrain from incorporating them in telegraph messages. Using code words for delivery to indicate time of shipment is sure to bring expensive disaster to somebody.—H. B. Dorsey, Fort Worth, Tex.

### An Unfair Extra Tax on the Grain Trade.

*Grain Dealers Journal:* Kansas has a law enacted in 1911, whereby all of the funds collected for sampling, inspection and weighing of grain is to be placed with the State Treasurer in a separate fund, known as the Revolving Fund. It was the intent of the legislature at the time this law was enacted that all of the funds collected for the sampling, weighing and inspection of grain was to be kept intact in this fund separate from other funds and when the amount in this revolving fund justified, the fee for sampling, inspection and weighing of grain was to be reduced.

The Chief Grain Inspectors that have served since the enactment of this law, instead of following out the intent thereof, advanced the charge for inspection and weighing from 75c to \$1.00 per car, thus building up a large reserve in this revolving fund. Inasmuch as the amount in the revolving fund, collected for sampling, inspection and weighing of grain, reached under Mr. Hart's administration, about \$150,000, the legislature in 1923 promptly re-appropriated approximately \$80,000 of the amount in the revolving fund into the general fund.

Kansas raises more wheat than any state in the Union, and the charge for inspection and weighing at \$2.00 per car, we consider unreasonable, and should be reduced. However, until there is a change in the existing law, there is little chance for having the present charge of \$1.00 a car for inspection and \$1.00 for weighing, reduced. It is our intention to prepare a bill for presentation to the legislature at the coming session, amending the present law as follows:

"Whenever the amount in the revolving fund amounts to \$80,000, the fee for both inspection and weighing shall be reduced to 60c per car, and when the amount in the revolving fund is not in excess of \$40,000, the fee for inspection and weighing shall automatically increase to \$1.00 per car as it is now."

I believe that it will be possible to secure that amendment to the existing law, as we will have no trouble in convincing the House and Senate Committees to which this bill will be referred, that it was the intent of the legislature enacting the present law to have all moneys collected for weighing and inspection used only to defray the expenses of the department.

Reappropriating money from this fund is unjust and unfair and really a double tax on the grain trade and farmers of this state.—E. J. Smiley, Topeka, Kan.

**Vancouver, B. C.**—All elevators here have been exempted from taxation this year as an encouragement to new building. Evidently the citizens recognize that a grain elevator is a real community asset.

### Middleman No Profiteer.

Middlemen, commonly believed by farmers and consumers to be profiteers, get only about 5% of the price paid by the consumer for the farmers' products, according to a report of the U. S. Department of Agriculture on the subject. A few of them get more in some cases, but the majority of them get less, the department adds.

The other 95% of the spread between what the consumer pays and what the farmer gets is eaten up by distribution costs. Having found the cause for the huge spread which has agitated the radicals and their followers for some years, the department has set about finding a means of relief. Here is what it says:

Service costs are the important point of attack in any study of price spreads. The line of advance would seem to be in the direction of improvement in handling facilities, speeding up sales processes and effecting economies in packing and transportation. Greater efficiency at each stage in the marketing process offers a better prospect of increased returns to the grower than a lessening of the net profits of wholesale jobbers and retailers, since these profits are only a fraction of the total price spread.



## A Golden Anniversary.

Seasons come and go; crops fail or return a bountiful harvest; business rises or falls; men pass on and are forgotten, but firms and companies founded on right principles and dedicated to real service long survive the activities of their originators.

Time works so many distressing changes in the ranks of commerce, each cycle of the sun, those who have really helped any line of trade for five decades are fully justified in taking a keen personal pride in fifty years of service well performed. Hence it is that Lamson Bros. & Co. are to be heartily congratulated on rounding out fifty years of service to the grain trade.

Mr. Lorenzo J. Lamson was born near Hinckley, Ill., in 1840. After being in business at State Center, Ia., he came to Chicago and started in the grain commission business in 1874. In a short time his brother, S. W. Lamson joined him and the firm name was made Lamson Bros. Later with Sidney G. Date as a partner, the name became Lamson Bros. & Co.

From the small beginning of 1874 the firm has rounded out fifty years of service in the grain commission business. In 1906 Leslie F. Gates and Warren A. Lamson became partners in the firm, Sidney Date and S. W. Lamson having retired. Later H. H. Lobdell became a partner and now the firm has W. A. Lamson, L. F. Gates and H. H. Lobdell as senior partners; E. F. Thompson, James A.

White, H. J. Rogers and Geo. E. Booth as junior partners.

As members of the Chicago Board of Trade, the New York Stock Exchange, the Chicago Stock Exchange, and other leading exchanges of the country, the firm does an extensive commission business in grain, stocks, provisions and cotton. During the past twenty years the organization has been extended greatly, particularly in connection with the handling of cash grain, and this company was the first to give private wire service in a general way to grain shippers in the smaller towns.

The cash grain service combines private wires with special salesmen for the different grains, H. J. Rogers for corn; F. J. Dolan for oats; Geo. E. Booth for wheat, rye and barley. Orders for future delivery are transmitted to Chicago or any of the other terminal markets over wires leased by Lamson Bros. & Co., insuring the most rapid service possible.

It appears that the original Lamson Bros. built well and that in later years the most modern methods in the trade have been used to develop and maintain the large commission business, which the partners now enjoy.

Central Seed Wheat Ass'n members, who grubstaked western Kansas wheat farmers in the fall of 1923, received Christmas dividends representing a 90% profit. All of the \$100,000 used was returned about 3 months ago, after the farmers had harvested one of the largest

## A Cross Word Puzzle for Grain Dealers.

So many grain dealers are devoting their spare time to solving cross word puzzles that we have been implored to publish one for the grain trade. The one given herewith relates to grain trade matters and may properly be called "Happy-Go-Lucky." The editor ordered a real Christmas Tree design, but like many other Christmas trees it got switched and it does not resemble the Christmas Tree it started out to be. However, it is a real puzzle and the answer will be published in the Journal together with the name of the dealer first to send in its correct solution. We intended to offer a handsome prize to the winner, but the bureaucrats of the Post Office Dept. ruled this week against all such prizes, because of the element of chance in the solution's arrival. Another blow at our boasted liberty.

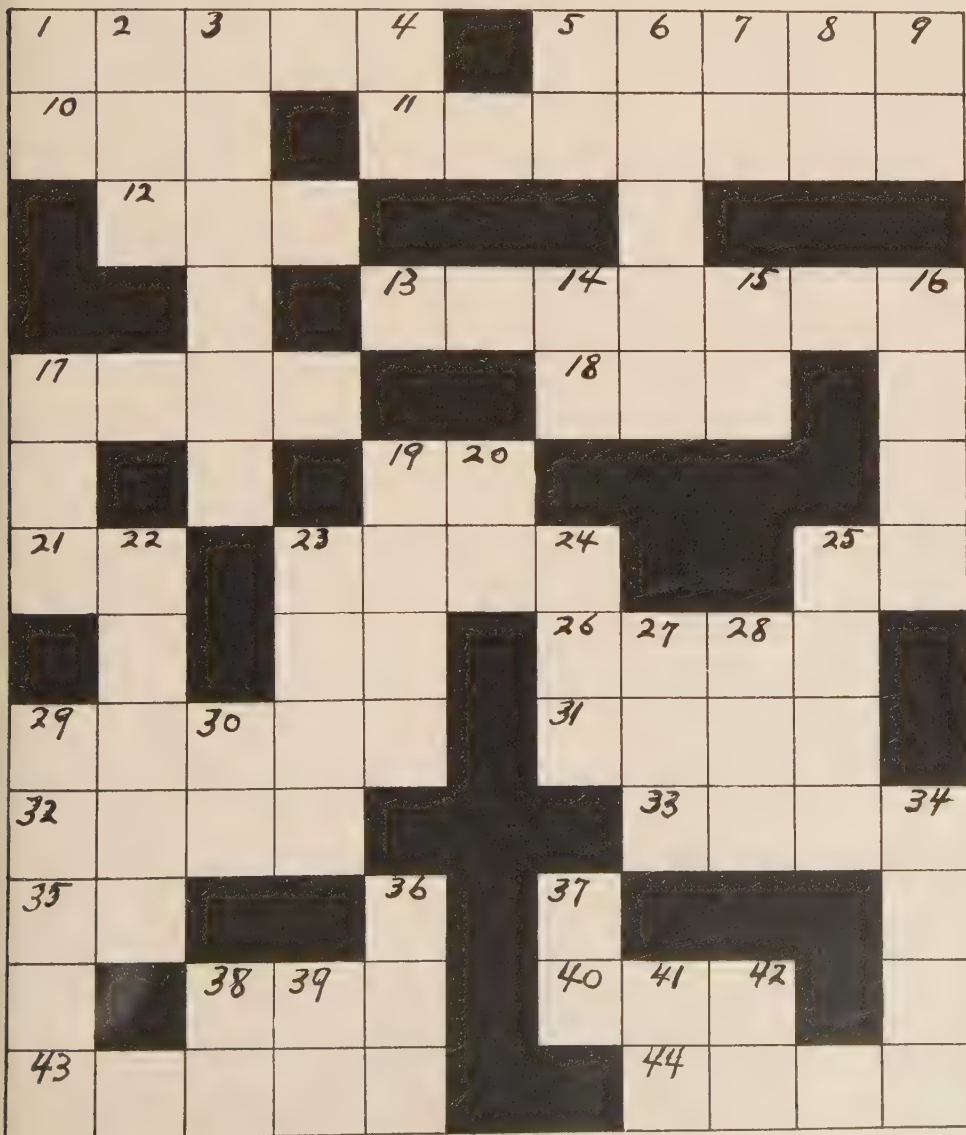
Do not overlook the fact that the puzzle contains a message for all the grain dealers, a message which we hope all will get whether they solve the puzzle correctly or not. When we receive a correct solution of the puzzle we will publish it and the name of the winner. Following are some hints regarding the words to be used:

### HORIZONTAL.

1. Used in ginger-snaps.
5. A measure of land.
10. Affirmative.
11. Subscribers to G. D. J.
12. Land (Scottish).
13. Noted trade magazine.
17. A desire for your success of the G. D. J.
18. Limit in Jack Brennan's poker game.
19. A continent (abbr.).
21. A direction (abbr.).
23. What every grain dealer wants.
25. Objective case of we.
26. Uncle Joe's McCord's poker hand.
29. What Bert A. Boyd makes us.
31. Christmas tide.
32. One of Wm. Murphy's stories.
33. Ebb and flow.
35. What we like to see on examination papers (abbr.).
38. Yours and mine.
40. Fresh.
43. What Henry Rumsey makes a convention.
44. A cycle.

### VERTICAL.

1. State (abbr.).
2. A food or a drink.
3. Of the nature of copper.
4. State (abbr.).
5. A club (abbr.).
6. Grain Trade's helpful publisher.
7. A prefix denoting again.
8. A suffix forming comparative degree of adjectives.
9. Sabbath school (abbr.).
14. Greatest country on earth (abbr.).
15. State (abbr.).
16. Part of an elevator or a chorus girl.
17. Gain.
19. Not one.
20. Like.
22. A commodity cornered by "Old Hutch."
23. A commodity much sought by shorts.
24. Horse's delight.
25. Employed.
27. To sever.
28. Pet name for U. S. university.
29. What the Three Wise Men brought.
30. Railway (abbr.).
34. Always.
36. To weep.
37. Article.
38. Old Prices (abbr.).
39. Above.
41. An adjective suffix signifying of.
42. You and I.



A Cross Word Puzzle for Grain Dealers.

Exports of \$4,145,000,000 and imports of \$3,276,000,000 left a favorable balance for the United States of \$869,000,000 for the 11 months ending with November, according to the Department of Commerce figures. Exports from the United States in November amounted to \$494,000,000, compared with imports of \$296,000,000, leaving a trade balance to the United States of \$198,000,000.



## Government Crop Report.

Washington, D. C., Dec. 18.—The Crop Reporting Board of the U. S. Dept. of Agriculture makes the following forecasts and estimates:

Winter Wheat.—Area sown this fall is 42,317,000 acres, which is 6.5% more than the revised estimate of 39,749,000 acres sown in the fall of 1923. The sowing in the fall of 1922 were 46,100,000 acres and in the fall of 1921 they were 49,787,000 acres. Winter damage during the past ten years has caused an average abandonment of 10.6% of the acreage sown to winter wheat. The abandonment has ranged from 1.1% to 28.9% in different years during that period. Condition on December 1 was 81.0 against 88.0 and 79.5 on Dec. 1, 1923 and 1922, respectively, and a ten-year average of 85.6.

Rye.—Area sown this fall is 4,206,000 acres, which is 0.8% more than the revised estimate of 4,173,000 acres sown in the fall of 1923. Condition on Dec. 1 was 87.3 against 89.9 and 84.3 on Dec. 1, 1923 and 1922, respectively, and a ten-year average of 89.4.

Details, by States, follow:

## WINTER WHEAT.

State.	Area sown		1924	Condition	Dec. 1	10-yr.
	*Au- tumn 1924 prelim- inary.	*Au- tumn 1923 re- vised.				
N. Y.	480	380	100	83	92	93
N. J.	82	77	106	82	90	89
Pa.	1,265	1,240	102	82	92	91
Del.	113	106	107	85	89	89
Md.	573	562	102	83	88	88
Va.	814	775	105	86	86	88
W. Va.	212	212	100	84	88	90
N. C.	467	486	96	88	91	90
S. C.	123	129	95	84	87	89
Ga.	129	140	92	85	86	91
Ohio	2,567	2,468	104	80	90	89
Ind.	2,257	1,963	115	81	88	88
Ill.	2,678	2,678	100	87	88	89
Mich.	968	922	105	83	91	90
Wis.	61	65	93	90	90	93
Minn.	126	105	120	90	89	92
Iowa	469	408	115	89	90	92
Mo.	2,347	2,134	110	85	85	88
S. D.	116	89	130	90	92	86
Neb.	3,353	2,941	114	78	91	86
Kan.	10,506	9,819	107	76	84	80
Ky.	651	620	105	82	87	89
Tenn.	434	395	110	79	85	86
Ala.	11	11	100	70	90	89
Miss.	4	4	100	70	88	88
Tex.	1,822	1,469	124	75	93	80
Okl.	3,659	3,485	105	84	85	80
Ark.	63	62	102	81	86	86
Mont.	767	685	112	85	90	82
Wyo.	21	16	130	93	93	88
Colo.	1,395	1,268	110	88	93	87
N. Mex.	128	122	105	75	100	85
Ariz.	26	32	80	89	95	94
Utah	154	157	98	86	93	87
Nev.	3	3	105	95	98	89
Ida.	357	397	90	82	94	89
Wash.	1,518	1,687	90	77	94	85
Ore.	1,021	945	108	87	97	91
Calif.	677	691	98	88	82	90
U. S.	42,317	39,749	106.5	81.0	88.0	85.6

## RYE.

Mass.	3	3	105	85	92	95
Conn.	4	4	100	89	91	94
N. Y.	55	55	100	84	92	93
N. J.	65	65	100	83	92	91
Pa.	208	204	102	84	94	92
Del.	7	6	110	88	92	91
Md.	21	20	105	85	91	89
Va.	46	44	104	88	87	89
W. Va.	10	10	100	86	88	90
N. C.	70	71	98	91	92	92
S. C.	7	7	100	85	87	88
Ga.	20	20	98	88	90	92
Ohio	82	80	103	85	92	92
Ind.	284	263	108	87	91	92
Ill.	155	172	90	91	94	93
Mich.	342	364	94	86	91	92
Wis.	273	321	85	90	90	94
Minn.	527	620	85	90	86	91
Iowa	43	48	80	91	95	95
Mo.	22	20	110	87	89	90
N. D.	1,129	990	114	85	88	84
S. D.	197	219	90	91	92	87
Neb.	143	132	103	90	95	90
Kan.	42	40	105	82	88	85
Ky.	16	16	100	82	88	91
Tenn.	18	18	100	78	85	89
Ala.	1	1	65	70	87	90
Tex.	16	17	95	80	100	79
Okl.	33	37	90	86	88	84
Ark.	1	1	100	79	93	89
Mont.	169	125	135	88	84	84
Wyo.	28	24	118	95	94	89
Colo.	92	74	125	88	94	88
N. Mex.	2	2	100	89	100	90
Utah	10	11	90	88	87	88
Idaho	11	14	80	92	100	90
Wash.	21	20	105	85	95	91
Ore.	33	35	95	90	100	94
U. S.	4,206	4,173	100.8	87.3	89.9	89.4

\*In thousands, i. e. 000 omitted.

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Pueblo, Colo., Dec. 17.—Crop conditions are good.—Geo. Kapp.

Talmage, Kan., Dec. 8.—The growing wheat looks good. The acreage planted is about the same as last year. The corn crop was very light.—X.

Partridge, Kan., Dec. 20.—Wheat is in fair condition now. Some of it has been killed by the dry fall. It is hard to tell much about it at the present time.—C. D. Moore.

Payne, Ia., Dec. 19.—The corn crop in this district is about 75% of normal. Most of the corn we have shipped grades No. 2. Plenty of it will be fit for seed.—C. W. Good, Good Bros. Seed & Grain Co.

Lexington, Mo., Dec. 11.—Growing crops are on about 20% less area than last year, but their condition is fair. Corn produced about one-third less than in 1923. Its quality is good and we have some fine seed corn.—Aull & Co.

Crandon, S. D., Dec. 12.—We started shelling new corn from our cribs but the weather turned warm and we quit for a while until it gets colder. We have purchased about 3,000 bus. of ear corn, which seems to be in a very good condition.—G. G. Stahl, G. G. Stahl Elevator.

Lansing, Mich., Dec. 19.—Dry weather prevailing thruout the fall months has proved unfavorable for a vigorous growth of wheat, especially where the crop was sown late. Fields have gone into the winter in many sections with a very light top growth. Some damage by Hessian fly has been reported from several southern and southwestern counties.—Buro of Agricultural Industry, Michigan Department of Agriculture.

Winnipeg, Man., Dec. 20.—Figures compiled from returns from 80% of the country points in Manitoba, Saskatchewan and Alberta show that from an aggregate of 19,224,900 acres of wheat 247,146,000 bus. were harvested; oats, 9,705,600 acres, produced 289,113,000 bus.; barley, 2,023,000 acres, produced 52,856,000 bus.; rye, 537,800 acres, produced 8,228,000 bus.; flax, 747,300 acres, produced 7,523,000 bus.—Northwest Grain Dealers' Ass'n, E. G. Jones, mgr.

Jefferson City, Mo., Dec. 24.—Winter wheat sown in Missouri this fall is 2,347,000 acres, or 10% more than the 2,134,000 acres sown in 1923. Early sown wheat has fair growth, but the seeding season was extended to nearly December in some sections. Late sown wheat shows little growth, but has no fly, while that sown earlier is infested to some degree. Crops needed moisture during November, but precipitation the last week relieved this situation. Wheat's condition is 85% of December normal, compared to 88% for a 10-year average. Rye acreage is slightly larger than last year; its condition 87%. Corn gathering was 75% completed by Dec. 1. All soft and immature corn was fed to live stock as quickly as possible. The crop dried out surprisingly well, but much of it is light and chaffy, and by weight falls short of the measured bushel yield.—Jewell Mayes, Missouri Board of Agriculture.

Topeka, Kan., Dec. 19.—Kansas apparently sowed 10,502,000 acres to winter wheat this fall, an increase of 7% over the 9,815,000 acres seeded in 1923. The increase is largely confined to the wheat sections of the western two-thirds of the state. The December condition is rated at 76%, compared with 84% last fall and a 5-year average of 77% of normal. Hessian fly was present in most counties of the eastern two-thirds of the state all during the fall growing period, but there was less damage on the whole this year than last. The prevalence of fly in the autumn is seldom a true gauge of the damage likely to result the following spring. Subsequent factors control the fly and its propagation may either decrease or increase the later damage. A few southern counties suffered spotted damage from white wheat grub, but the total loss was very limited. Fall growth was heavy in the south half and the northwest counties, affording abundant pastureage until December. Most of the state has

a fair snow covering to protect from winter kill and freezing.—Division of Statistics, Kansas State Board of Agriculture.

Chicago, Ill., Dec. 13.—Latest inquiry indicates a corn production of 2,433,000,000 bushels which compares with 2,478,000,000 bus. November official. The feeding value of the crop is at least 15% below that of last year and 20% below average. Winter wheat acreage shows a decrease, compared to last year, of 6.2%, 42,369,000. Fair to liberal increases occurred in Texas, Oklahoma, Kansas, Missouri, Nebraska, Kentucky, Ohio and Indiana. Condition of the growing crop is slightly better than last year in the Ohio valley states, but poorer in the east south and parts of the west. On an average it is 86.1%, compared with 85.6%, the 10-year average, and 88% last December.—R. O. Cromwell, Lamson Bros. & Co.

## Mid-Month Crop Report.

Washington, D. C., Dec. 20.—Weather conditions on the whole have been favorable for the progress of all needed farm work over most of the country. Drought in some southern sections and cold weather in the northwest have retarded or stopped farm operations.

Husking of corn is proceeding in many areas. Complaints of low yields and quality are general.

Fall sown grains are doing well in most areas, although they are backward in a number of localities. Early sown fields are in better shape than those sown late. Large sections of the belt need more moisture. Wheat and rye acreages are larger than last year as a rule. Drought, excessive rains, and late maturity and harvesting of other crops prevented this being true of some states.

The supply of feeds will doubtless be ample unless the rest of the winter is unusually severe. Where the corn crop is poorest hogs and cattle have been rapidly marketed and considerable light weight stock has left the farms.—U. S. Dept. of Agri.

## Yield and Acreage of 1924 Crops.

Washington, D. C., Dec. 16.—The December estimates of the Crop Reporting Board of the United States Department of Agriculture, the acreage and production of the important farm crops of the United States in 1922, 1923 and 1924, are as follows:

Crop.	1924	Acreage.*	Per	Total
Corn	1924	105,012	23.2	2,436,500
	1923	104,324	23.3	3,053,500
	1922	102,846	28.3	2,996,000
Winter wheat	1924	36,438	16.2	590,000
	1923	39,518	14.5	571,900
	1922	42,358	13.8	586,800
Spring wheat	1924	17,771	15.9	282,600
	1923	20,141	11.2	225,400
	1922	19,959	14.1	280,700
All wheat	1924	54,209	16.1	872,600
	1923	59,659	13.4	797,300
	1922	62,317	13.9	867,500
Oats	1924	42,452	36.3	1,541,900
	1923	40,981	31.9	1,305,800
	1922	40,790	29.8	1,215,800
Barley	1924	7,086	26.5	187,800
	1923	7,835	25.2	197,600
	1922	7,317	24.9	182,000
Rye	1924	4,173	15.2	63,400
	1923	5,171	12.2	63,000
	1922	6,672	15.5	103,300
Buckwheat	1924	816	19.6	15,900
	1923	739	18.9	13,900
	1922	764	19.1	14,500
Flaxseed	1924	3,289	9.2	30,100
	1923	2,014	8.5	17,000
	1922	1,113	9.3	10,300
Rice	1924	892	38.1	33,900
	1923	895	37.7	33,700
	1922	1,055	39.2	41,400
Potatoes, white	1924	3,662	124.2	454,700
	1923	3,816	109.0	416,100
	1922	4,307	105.3	453,300
Hay, tame	1924	61,454	1.59	97,900
	1923	59,868	1.49	89,200
	1922	61,159	1.57	95,800
Hay, wild	1924	14,931	.97	14,400
	1923	15,556	1.12	17,300
	1922	15,871	1.02	16,100
All hay	1924	76,385	1.47	112,400
	1923	75,424	1.41	106,600
	1922	77,030	1.45	112,000
Peanuts	1924	986	625	161,200
	1923	896	723	164,700
	1922	1,005	630	163,100
†Broomcorn	1924	442	6345	76,200
	1923	536	6303	81,100
	1922	275	6271	97,300

\*In thousands, i. e. 000 omitted.

†Principal producing states.

‡In thousands of pounds, i. e. 000 omitted.

°Tons.



## Crops Abroad.

Aggregate preliminary forecasts of corn for Bulgaria, Hungary and Yugoslavia is 214,000,000 bus., compared with 157,000,000 bus. produced last year.—International Institute of Agriculture at Rome, Italy.

Rio Negro, Argentina.—Wheat harvest has started. Crop has been badly damaged by drought. Heads filling poorly. Crop will be greatly reduced this year and I think that wheat in this territory will average only 7 bus. to an acre.—Geo. M. LeCount, Stein, Alstrin & Co.

Melbourne, Australia.—Official figures show the Australian wheat yield will aggregate 147,500,000 bus. New South Wales will produce 46,400,000 bus.; Victoria, 43,600,000 bus.; South Australia, 32,900,000 bus.; Western Australia, 21,600,000 bus.; Queensland, 2,700,000 bus.; Tasmania, 300,000 bus.

Johannesburg, South Africa.—Rhodesia and Portuguese East Africa are having considerable trouble with locusts. The Union of South Africa crop outlook has improved somewhat due to plentiful rains. Acreage has been increased and record crops are expected.—Trade Commissioner Stevenson.

Buenos Aires, Argentina.—In North Argentina enough rain has fallen to completely relieve the drought situation for some time. In big corn territory the recent rains only partly relieved the drought situation and more rain must come again soon. New crop wheat is starting to move from the interior.—Geo. M. LeCount, Stein, Alstrin & Co.

Forecast of the Rumanian corn crop has been cut to 122,000,000 bus. compared with 151,000,000 bus. produced last year. Wheat production is placed at 74,000,000 bus. compared with 102,000,000 bus. last year; rye, 6,000,000 bus. compared with 10,000,000 bus.; barley, 32,000,000 bus. against 61,000,000; oats, 44,000,000 bus. compared with 63,000,000.—International Institute of Agriculture at Rome, Italy.

Buenos Aires, Argentina.—Light rainfall in Buenos Aires, Cordoba, Santa Fe and parts of the interior of Rias and Corrientes has improved the agricultural situation somewhat. Wheat harvest ranges from 1,200 kilos per hectare (17 bus. per acre) in some sections to a total loss in others. Drought, locusts, and abnormally high temperatures have seriously affected linseed production.—Commercial Attache Feely.

World wheat crop estimations show a decrease of about 440,000,000 bus. compared with last year. The latest 1924 estimate is 3,300,000,000 bus., compared with 3,740,000,000 bus. produced in 1923. Important reductions were 200,000,000 bus. in the Canadian crop and about 60,000,000 bus. in the Argentine crop. Outside of Russia the European crop is about 180,000,000 bus. below last year and nearly 260,000,000 bus. below the average for the same territory in 1909-13.—U. S. Department of Agriculture.

Estimated production of the world rye crop for 1924 is 1,174,000,000 bus., compared with 1,495,000,000 bus. in 1923. This is a reduction of about 320,000,000 bus. Practically 99% of the world rye crop is produced in Europe, where conditions have been none too favorable this year. The greatest decrease occurred in Poland, where the crop for the current season was 84,000,000 bus. below that of 1923, and in Germany, where a reduction of 27,000,000 bus. was suffered.—U. S. Department of Agriculture.

More than half the total Indian wheat area is inclosed by Punjab and United Provinces of India, which report the condition of the winter wheat crop as good. Tho no official report on the acreage is available, information received indicates as much as last year, which was 31,000,000 acres. Preparation for seeding was delayed in the early fall by a long drought in North Africa. Recent precipitation has proved beneficial, but more moisture is needed to insure satisfactory growth.—U. S. Department of Agriculture.

Don't belittle reports of locusts in the Argentine. A visitor from Buenos Aires told me a few days ago that within 80 miles of the latter city motorists had to put chains on their wheels in order to make progress through the locusts. The government has spent millions of dollars for the purchase of tin plates with which they line the roads. Between the road and the plates they dig trenches, with holes at certain spaces apart. The locusts try to get over the tin plates and gradually work themselves along until they fall into these pits. Then they are

covered with crude oil and burned. Drought in the north shortened feed for these locusts and they appear to have all swarmed south.—Robert Payne.

The Argentine flaxseed crop of last year is the largest that country has ever raised, and the exports to date in the year of 1924 amount to 55,253,000 bus.—41,016,000 bus. to Europe, and 14,237,000 bus. to the United States. In only one other year did Argentina have an exportable surplus of over 50,000,000 bus. That was in 1921, when she shipped 50,470,000. Estimates of the growing crop are from 36,000,000 to 47,000,000 bus., but the opinions of the best posted people are for an exportable surplus of not over 40,000,000 bus. Should Europe need as much as in 1924 and the United States 10,000,000 or 12,000,000 bus., it looks as if the growing crop will not be big enough to go around.—Archer-Daniels-Midland Co.

European conditions, with few exceptions, have been favorable for fall seeding. Excessive rainfalls in the early part of the season caused some delay in planting in countries of Western and Northwestern Europe. Drought in some of the Balkan countries retarded growth and caused irregular germination. Hessian fly and field mice aided generally unfavorable conditions in Hungary. Yugoslavia needs rain. Czechoslovakia and Rumania report favorable conditions. Germany and Poland report the condition of seeded crops considerably above average, the rye and barley are slightly better than wheat. Russia has increased the wheat area this year by 5% over last year, and press reports indicate good conditions there.—U. S. Department of Agriculture.

Russian grain production in 1924, excluding Trans-Caucasus, Turkestan and the Far Eastern region, is estimated at 46 million short tons, according to an unofficial report received by the United States Department of Agriculture, quoting information from Economic Life of October 26. There is also reported to be more than a million short tons of grain from the 1923 crop in the hands of government organizations and about 2½ million short tons of last year's grain still in the possession of the peasants. This would indicate a total supply for the current season of nearly 50 million short tons. It is said that this amount is only sufficient to satisfy domestic food, seed and feed requirements, leaving an estimated surplus of less than 3 million short tons. It is perhaps significant that no estimates are made of probable exports for this season.—U. S. Department of Agriculture.

Prosperity in the grain trade has made this a very happy and merry Christmas. Heap up the happiness a little more by wishing your neighbor a happy and prosperous New Year.

## Acreage Sown to Winter Wheat and Rye.

Two conflicting tendencies appear to have influenced the acreage sown to winter wheat and rye this fall. Higher prices for these grains have stimulated an extension of the area sown where conditions for sowing have permitted. In some sections the late fall has permitted heavier planting, but in other sections excessive rains, droughts, or the late maturity of other crops has reduced sowings. The net result of these two conflicting conditions is an increase of the sown winter wheat acreage from a revised estimate of 39,749,000 acres in the fall of 1923, to a preliminary estimate of 42,317,000 acres this year, and in an increase of rye from 4,173,600 acres in 1923 to 4,206,000 acres this year.

The movement toward a larger acreage is stronger in the great surplus region of the North Central States and in Texas than in any other large region. It is evident in less degree on the Atlantic Coast from New York to Virginia, and still less in some of the Southern States.

On account of the drought, a decreased acreage of winter wheat has been planted in states west of the Rocky Mountains, except in Oregon. In California the acreage is still uncertain, for the reason that the sowing of winter wheat continues throughout the winter and into the spring, depending on the rainfall.

The slight increase of 33,000 acres sown to rye results chiefly from an increase of 183,000 acres in North Dakota and Montana, and scattered small increases in various other states, nearly offset by decreases in Michigan, Illinois, Wisconsin, Minnesota and South Dakota. The estimate for North Dakota assumes a proportionate increase in spring-sown rye, which is important in that state.—Crop Reporting Board of U. S. Dept. of Agri.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Caney, Kan., Dec. 8.—Some corn is moving this winter.—X.

Talmage, Kan., Dec. 8.—About 500,000 bus. of wheat moved from this station this year.—X.

Payne, Ia., Dec. 19.—We have been shipping corn this season.—C. W. Good, Good Bros. Seed & Grain Co.

Winfield, Kan., Dec. 12.—Farmers around here have disposed of about 75% of their wheat.—C. R. Holthy.

Partridge, Kan., Dec. 20.—About 10% of the old wheat crop is still on the farms, with no signs at present of when it will move.—C. D. Moore.

White Rock, S. D., Dec. 15.—We are selling considerable hard, marketable corn grading Nos. 3 and 4 with low moisture content.—A. W. Powell, Tri-State Grain Co.

Winnipeg, Man.—During November Winnipeg received 38,851 bus. of wheat, 4,616 bus. oats, 663 bus. rye, 5,071 bus. barley and shipped 5,132,217 bus. wheat, 9,140,448 bus. oats, 865,378 bus. rye, and 7,515,222 bus. barley.

San Francisco, Cal.—Receipts of wheat in tons at this market during November were 7,000; barley, 22,216; oats, 1,257; corn, 2,000, compared with receipts in November, 1923, wheat, 6,897; barley, 10,226; oats, 2,845; corn, 1,934.—J. J. Sullivan, chief inspector.

Winnipeg, Man., Dec. 20.—Country reports show 138,660,000 bus. of new wheat inspected to date; 23,423,000 bus. in store at country points; 8,000,000 bus. in transit not inspected; 40,000,000 bus. allowed for seed, feed and country mills; 37,063,000 bus. in the farmers' hands to market; and 68,486,000 bus. yet to be inspected.—Northwest Grain Dealers Ass'n.

New Orleans, La.—New Orleans received 5,382,663 bus. of wheat during the month of November, compared with 503,304 bus. in November last year. Shipments of wheat totaled 5,274,663 bus. during November. Receipts of corn were 202,571 bus., compared with 82,824 bus. in November, 1923; of oats were 102,490 bus., compared with 29,690 bus.—S. P. Fears, chief grain inspector and weighmaster.

Hutchinson, Kan., Dec. 22.—The movement of corn has been keeping us busy lately. Of course wheat is coming in all the time too. Farmers must have had a lot more of the latter grain than we thought, since the price of \$1.50 has brought a vast quantity out of hiding. I can't put my finger on any stories I can prove—but it is common talk out here that one reason why the wheat was said to be all gone out of the country was the practice of members of Wheat Growers Ass'n of hauling a few hundred bushels at threshing time and saying that was "all they had." The remainder stayed in the bins, took legs and began walking to the regular dealer's houses when the price got right.—C. A. L.

Canada increased the seedings of winter wheat this fall, tho rye seedings in that country are slightly below those of last year. Approximately 832,000 acres of winter wheat were seeded by Oct. 31, compared with the 774,000 acres harvested during the current season. Rye acreage on the same date was 758,000, against 770,000 harvested. About 32% of the fall plowing is done, compared with 43% last year.—U. S. Department of Agriculture.

A loaf of bread 60 feet long was baked by the Occident Baking Co. plant in Minneapolis recently to feature a parade exploiting a moving picture called "Bread." It was necessary to use a block and tackle to take it from the ovens and window frames on the second floor had to be removed in order to get it out of the building. A model should have answered as well.



## Wallace M. Bell Dead.

Long prominent in the grain trade, loved and respected by all who knew him, Wallace M. Bell, of Milwaukee, Wis., died on Dec. 12, following a sudden attack of lung congestion. He had not been active in a business way for 2 years due to ill health. Nevertheless his death was totally unexpected.

Mr. Bell was born on Aug. 22, 1858, in Brooklyn, Ill., of Scotch-Welch parentage. He was given the usual preliminary schooling and was graduated from Princeton. In 1887 he became connected with Foss, Strong & Co., Chicago, grain commission merchants.

In 1889 he moved to Milwaukee and became connected with L. Bartlett & Son, where he remained until 1897. Then he organized the W. M. Bell Co. He was a former member of the Chicago Board of Trade.

During his career he served on all minor com'ites of the Milwaukee Chamber of Commerce, on the board of arbitration, board of directors, and served as vice-pres. and later president of the Exchange. Among his activities was participation in the incorporation of the Chamber of Commerce Clearing House Ass'n, which he also served as president. He was a member of the Chamber of Commerce for about 35 years, and a director of the Grain Dealers National Ass'n for a number of years, and on the Executive Com'ite of the Council of Grain Exchanges.

Mr. Bell was also active in a social way. He was one of the first presidents of the Milwaukee Athletic Club, heading that organization in 1897, when it was known as the Milwaukee Athletic Society. From then until 1903 he served as pres. for 3 years, vice-pres. for 2 years, and director for one year, when he declined candidacy for further office.

Among both his personal and business friends he was widely respected for his adherence to principle and his tolerance and consideration. Commenting on his death, W. A. Hottensen, vice-pres. of the W. M. Bell Co., and Mr. Bell's associate for many years, said:

He was a man who had the courage of his convictions. When he saw the right, he would go the limit in fighting for it. In all his dealings with his fellowmen, he was always considerate. He was a kindly man and the door was always open to those who wished an audience. His sympathy and readiness to help others won him many friends.

Harry A. Plumb, sec'y of the Milwaukee Chamber of Commerce, commenting upon his characteristics, said:

The thing I always admired most about him was his consideration for others, and his delicacy in making suggestions to his associates. He had strong convictions of his own, and didn't hesitate to express them, but his tolerance of others' opinions is praiseworthy.

Mr. Bell was 66 years old. Robert G. Bell, his son, Frank B. Bell, his brother, and a countless host of friends, deeply mourn his passing.

Hang on to every ear of corn which is fit for seed. Seed corn will command a high price next spring.



W. M. Bell, Milwaukee, Deceased.

## Bin-Burned Oats a Valuable Feed.

Unjust discrimination by the state and federal authorities against bin-burned oats is restricting the sale of this valuable foodstuff and depreciating the oats held by grain dealers in their bins and by farmers in their granaries.

The lawyers in charge of the enforcement of the federal pure food and drugs act do not seem to know that bin-burned oats have been so heated that they have been sterilized, and contain no harmful microbes or germs such as may be found in damp and musty grain of any kind.

The hair-splitting doctrinaires of the pure food and drug department make much of the fact that the law forbids the shipment in interstate commerce of food containing a "decomposed" vegetable product. They hold that a bin-burned oat has been "decomposed." On the contrary, grain dealers who know most about this matter can testify that a bin-burned oat has nothing in common with a dead rat, a rotten apple or decaying banana. After bin-burned oats have been loosened up, dried and cooled, the chemical changes going on in the kernel are arrested, and there is no further change. They can be stored indefinitely the same as the best oats fresh from the farmers' threshing machine. As a feed for fattening lambs bin-burned oats are equal to the best obtainable.

Over 200,000 bus. of oats that were stored in the brick tanks of R. E. Wathen & Co., at Louisville, Ky., by S. Zorn & Co. became bin-burned; and in some way were taken over by the fire insurance companies for some reason. These oats were then offered for sale by the underwriters' salvage company, and Clarence E. Fox, the well-known buyer of salvage grain was notified that he was the highest bidder. His long experience in handling grain from burned elevators had taught him the value of these oats for feed, and he anticipated no difficulty in disposing of them.

After he had loaded them out of the elevator at Louisville and consigned them to Newport News, Va., Mr. Fox's troubles began, as the federal officials immediately seized and condemned the oats, 20,692 bus. and 6 lbs. in one lot and 4,100 bus. in another lot, alleging that S. Zorn & Co. had shipped the oats on Mar. 21, Mar. 27, Apr. 8 and Apr. 10, 1924, from the state of Kentucky to the state of Virginia, and the United States Attorney for the Eastern District of Virginia, acting upon a report by the Sec'y of Agriculture, alleged that the oats were adulterated, "consisting in whole or in part of a filthy, decomposed or putrid vegetable product."

Mr. Fox made a couple of trips to Washington and finally was able to make the lawyers and chemists understand that bin-burned oats of the kind sold by him are not filthy, putrid or decomposed, so that when on June 30, 1924, he appeared as claimant, after judgment of condemnation and forfeiture had been entered, he was permitted to take possession of his oats after giving a bond in the sum of \$500 to guarantee that he would not invoice or sell them except as "bin-burned oats for sheep or hog feed."

The Virginia state authorities then stepped in and forbade the shipment and sale of the oats to points in that state, so at the present time Mr. Fox finds himself with a big lot of good oats feed on hand and no way to dispose of them. At the time Mr. Fox bought the salvage cash oats were selling at 49 cents per bushel. They have since advanced to 65 cents, and the oats that he is being forced to hold in store are worth correspondingly more, if a market could be found for them.

With what smug complacency do the bureaucrats wear their wide halos of selfimposed superiority. If the meddlers were banished how long could our weak nation struggle along without them.

Old timers declare this has been the first bull Christmas since 1898. At that time a tree was erected on the floor of the New York Stock Exchange and champagne flowed freely.

## Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

## MAY WHEAT.

	Dec. 10.	Dec. 11.	Dec. 12.	Dec. 13.	Dec. 15.	Dec. 16.	Dec. 17.	Dec. 18.	Dec. 19.	Dec. 20.	Dec. 22.	Dec. 23.	Dec. 24.
Chicago	166 3/4	164 3/4	168 1/2	167 1/2	168 1/4	170 1/2	170 1/4	173 1/4	176 1/2	175 3/4	172 1/2	173 1/4	176 3/8
Kansas City	157 3/4	156 3/4	159 3/4	159 3/4	159 3/4	162 1/2	161 3/4	164 3/4	168	168	164	165 1/2	169 1/4
St. Louis	165 3/4	164 3/4	167 3/4	167 3/4	167 3/4	170 1/2	169 1/4	170 3/4	175 1/2	175	171 1/2	172 3/4	175 3/8
Minneapolis	163 3/4	161 3/4	165 1/4	165 3/4	166 1/2	169	167 1/2	171	174	174 3/4	168 3/4	170 3/4	173 3/4
Duluth (durum)	163 1/4	161 3/4	165 1/4	165 1/4	165 3/4	167 3/4	166 1/2	168 3/4	172 3/4	173	168 3/4	170 1/4	174
Winnipeg	170 3/4	169 1/4	172 3/4	171 1/2	172 1/2	174 3/4	174 3/4	177 3/4	182 3/4	181 3/4	178 3/4	180 1/4	183 3/8
Milwaukee	166 1/2	164 3/4	168	167 3/4	168 3/4	170 3/4	170 3/4	173 3/4	176 3/4	175 3/4	172 3/4	173 3/4	.....

## MAY CORN.

	Dec. 10.	Dec. 11.	Dec. 12.	Dec. 13.	Dec. 15.	Dec. 16.	Dec. 17.	Dec. 18.	Dec. 19.	Dec. 20.	Dec. 22.	Dec. 23.	Dec. 24.
Chicago	129	127 1/2	130 3/4	130 3/4	130 3/4	131 1/2	128	129 3/4	129 3/4	128	127 1/2	129 1/2	129 3/4
Kansas City	121 3/4	119 3/4	124	123 3/4	123 3/4	124 3/4	121 3/4	123 3/4	123 3/4	121 3/4	121	123 3/4	123 3/4
St. Louis	128 1/2	126 3/4	130 3/4	123 1/2	129 3/4	131	128 3/4	127 3/4	129 3/4	128 1/2	127 3/4	129 1/4	129 3/4
Milwaukee	129	127 1/2	130 3/4	130 1/2	130 3/4	131	128 3/4	129 1/2	129 3/4	128 1/2	127 3/4	129 1/2	.....

## MAY OATS.

	Dec. 10.	Dec. 11.	Dec. 12.	Dec. 13.	Dec. 15.	Dec. 16.	Dec. 17.	Dec. 18.	Dec. 19.	Dec. 20.	Dec. 22.	Dec. 23.	Dec. 24.
Chicago	63 3/4	62 3/4	65 1/2	64 3/4	64 3/4	65 3/4	64 1/2	64 3/4	64 3/4	63 1/2	63	63 1/4	64 1/4
Kansas City	63 3/4	63	65	64 3/4	64 3/4	65 3/4	63 3/4	64 3/4	64 3/4	63 3/4	62 3/4	63 3/4	64 1/4
Minneapolis	58	57	59	59	59 1/2	60 3/4	58 1/2	59 3/4	59 1/2	58 3/4	58 3/4	58 3/4	59 1/4
Winnipeg	66 3/4	65 3/4	67	67	67 3/4	68 1/4	67 3/4	68 3/4	68 3/4	68 3/4	67 3/4	68	68 3/4
Milwaukee	63 3/4	62 3/4	65 1/2	65	64 3/4	65 3/4	64	64 3/4	64 1/4	63 3/4	62 3/4	63 1/4	.....

## MAY RYE.

	Dec. 10.	Dec. 11.	Dec. 12.	Dec. 13.	Dec. 15.	Dec. 16.	Dec. 17.	Dec. 18.	Dec. 19.	Dec. 20.	Dec. 22.	Dec. 23.	Dec. 24.
Chicago	140 3/4	138 3/4	141 3/4	142 3/4	146	149	149 1/2	150 3/4	154	153 1/4	151	151 1/4	155 3/4
Minneapolis	131 3/4	129 3/4	132 1/4	133 1/4	137 1/4	139 3/4	138 3/4	140 1/4	143	142 1/2	139 3/4	140 1/4	145
Duluth	136 1/2	134 3/4	137 1/4	137 1/2	142 3/4	144 3/4	144 3/4	146	148 3/4	148 3/4	145 1/4	145 1/4	151 1/2
Winnipeg	135	134 1/4	136 3/4	136	138 3/4	142 3/4	142	143 3/4	147 1/4	146	143 1/2	143 3/4	149 3/4

## MAY BARLEY.

	Dec. 10.	Dec. 11.	Dec. 12.	Dec. 13.	Dec. 15.	Dec. 16.	Dec. 17.	Dec. 18.	Dec. 19.	Dec. 20.	Dec. 22.	Dec. 23.	Dec. 24.
Minneapolis	92 1/4	92 3/4	92 3/4	92 3/4	92 3/4	94 1/4	93 3/4	93 3/4	94 1/4	94 3/4	92	92	93
Winnipeg	93 3/4	92 3/4	94	93 3/4	93 1/2	94 3/4	93	93 3/4	94 3/4	94 3/4	93 3/4	93 3/4	95



# Income Tax Department

Conducted by M. L. Seidman, C. P. A.

[This is one of a series of articles on how to prepare income tax returns that will appear regularly in the Journal. Mr. Seidman is Chairman of the Committee of Tax Consultants of the Committee of American Business Men. He is a well known tax expert and has written numerous articles on taxation. Mr. Seidman will answer all questions on the subject directed to him by our readers. Such questions should be addressed to the Tax Editor. To receive attention, all communications should be signed by the writer. Mr. Seidman's answer, however, when published will not reveal the identity of the inquirer.]

In the previous article I explained the class of persons subject to the income tax law. It was there pointed out that all persons who come under the law do not necessarily have to file returns, but that the requirements as to filing returns are covered in a distinct set of rules. It is the explanation of these rules that will form the basis of this article.

So far as the individual is concerned, the requirements are based upon the size of his income. In the first place, every individual who has a gross income of \$5,000 or over must file a return. It should be noted that the requirement is a \$5,000 *gross* income, not net income. It may be that an individual has no net income, or on the other hand, has actually sustained a net loss. Yet if his gross income is \$5,000 or over, he must file a return.

By **gross income** is meant the total income from salaries, professions, businesses, in-

terest, rent, dividends, etc., before considering the deductions allowed by law. The gross income from a business is determined by deducting from the sales, the cost of the goods sold, giving the gross profit. The point to be borne in mind is that it is not the sales that determine gross income from a business, but rather the amount of gross profit.

The question of gross income will be treated in more detail in a subsequent article. What should be here remembered is that all individuals who have a gross income of \$5,000 or over, must file a return.

The rule is also laid down that, irrespective of the amount of the gross income, if the net income of a single person is \$1,000 or over, he must file a return. No mention is made about any age limitation so that an infant is required to file a return if he has a net income of his own of \$1,000 or over, or a gross income of \$5,000 or over. Where the infant is unable to make his own return, it must be filed by his guardian or any other person charged with his care. For practical purposes, it can therefore be said that the parent must file the return for a minor child who is unable to file his own return.

It is noteworthy, in this connection, that returns are not required of infants, unless they have income on their own account from their own property. The earnings from services of

a child below statutory age, however, legally belongs to the parents and must be reported in the parents' returns, unless the minor has been, what is technically called, emancipated.

**A married man** having a *net* income of \$2,500 or over must file a return, even though his gross income is less than \$5,000. This provision changes the law that prevailed when 1923 returns were filed. Under that law, a return had to be made if the net income of a married individual was \$2,000 or over. The difference in the laws is accounted for by the change in the exemption allowed married individuals.

Another factor to consider about the returns of married persons is that the husband and wife have the right to file either separate returns in which their income is stated separately, or joint returns in which their incomes are combined. When it is advisable to file a joint return, and when separate returns will be made the subject of particular discussion at a later time. However, it is pertinent here to note that the husband and wife, though two distinct individuals, are regarded as one for the purpose of determining whether a return must be filed. In other words, if the combined gross income of the husband and wife is \$5,000, a joint or separate return must be filed. The same result is true where their combined net income is \$2,500 or over. This covers the law so far as the returns of individuals are concerned. Now, as to the other taxpayers.

**Although partnerships**, as such, are not subject to tax because they are not regarded as an entity distinct from the partners who make up the partnership, every partnership is required to file a return showing its income and to whom that income is distributable. The partnership return is really in the nature of an information return, and supplies the Government with the basis for auditing the partners' individual returns, with respect to their income from the partnership.

**Every corporation** (except those that are exempt, such as charitable institutions, etc.) must make a return, regardless of the amount of either the gross or the net income. In other words, all corporations that are subject to the income tax law must file a return, even though they need not in fact pay any tax.

Estates and trusts are regarded somewhat as single individuals and must file a return if their gross income is \$5,000 or over, or their net income \$1,000 or over.

In addition to these returns there may be other supplementary returns, sometimes called information returns, that have to be filed. For instance, employers are required to file returns showing all the employees to whom they paid \$1,000 or over during the year.

## Questions and Answers.

**K.** About one year ago two of my brothers who were in the sheep business were forced to sell and did not realize sufficient to meet their obligations. I had loaned them about \$2,000 to try and tide them over. I have not, and will not receive anything on this loan. Please advise me whether or not this is a legitimate deduction to make on my income tax returns.—C. F. B.

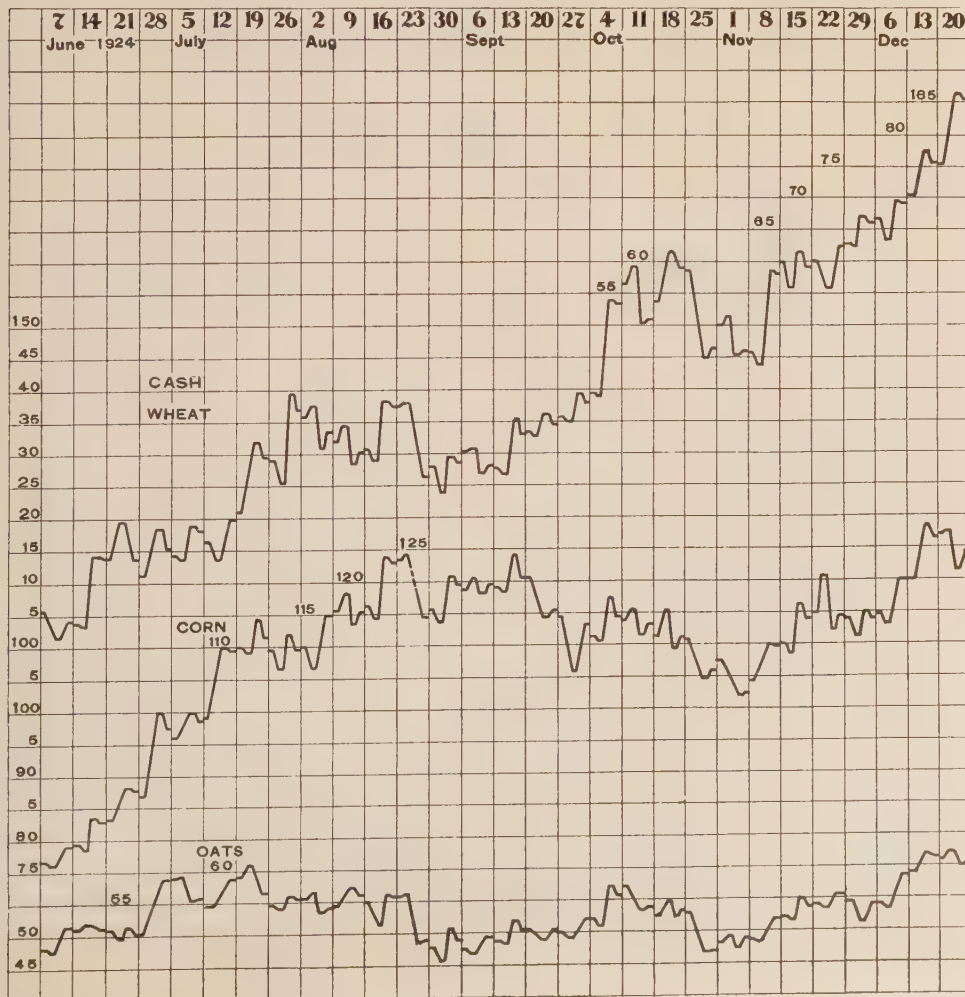
**Ans.:** If the \$2,000 that you advanced was a pure loan and did not have the element of a gift, the loss is deductible by you.

**Horseback riding** is a vigorous sport which develops deep breathing in the fresh air. One of the greatest benefits of horseback riding is the complete mental relaxation it brings, for those who ride good horses forget all else for the time being.—Wayne Dinsmore, sec'y Horse Ass'n of America.

**The stuffed carcass** of a coyote has effectively replaced the useless scarecrow in keeping dispersed the thousands of crows that preyed on the hogfeeding lot of an O'Neil, Nebraska, farmer. The coyote was mounted on the top of the corn crib, which was located in the lot.

## Cash Wheat, Corn and Oats Fluctuations from June 2 to Dec. 20.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.





## Sorghum Heads at Fort Worth.

BY LEO POTISHMAN

This season Fort Worth has attained more prominence than ever as a quick market for Milo and Kaffir heads. The feed millers and the feeders have been strong buyers, much to the delight of the shippers and their farmer patrons.

The Kaffir heads are white and are a harder grain than Maize heads, with longer heads. There are two varieties of maize heads, the white and the yellow. The Maize head is a bushier head than the Kaffir, as is shown herewith.

Often the head is shipped in preference to the threshed grain, because the Maize and Kaffir heads usually sell higher than the threshed grains. This, of course, fluctuates according to the demand for heads or threshed grain. Another thing that causes threshing is that the farmers who live far from the country elevators by threshing can haul more in a load than they can in the head, because the grain does not take up so much room as the heads.

Texas is using considerable Maize and Kaffir heads this season. They are easy to feed and little trouble to handle. Maize and Kaffir heads are not stored because of the expense of handling in the terminal markets. Heads are often stored in the little towns, where they are consumed, in warehouses, barns, etc. I believe there will be more Maize and Kaffir shipped in the head this year than ever before.

The heads are hauled to market in large wagons or trucks. The photograph reproduced shows herewith how they are hauled. When the farmers started to town each wagon box was loaded to the top, but the heads jolted down en route. They are weighed on a wagon scale, then taken to the car and thrown in with a pitch-fork and one man shoves them back in the car. Heads are usually loaded from the wagon right into the car, because of the expense of handling the second time if they are dumped on the ground. Very few shippers in Texas have warehouses in which to store heads. If they are stored, they are ricked up on the ground in large piles. They shed water almost like a duck's back. During the month of November there were five hundred thirty-five cars of Maize and Kaffir heads inspected in the Fort Worth market.

The quality of the threshed grains, that is Kaffir and Maize, is much better than ever before. Both are grading No. 1 and No. 2 due to little rain falling on the grain. Kaffir corn is almost as white as a piece of glazed book paper, and the Milo is a beautiful red color. A ton of heads will thresh out about 1500 lbs. of grain.

Heads are sold by the ton of 2000 pounds. For the past several years Maize heads have sold at \$1.00 per ton higher than Kaffir heads. This season they have sold from \$2.00 to \$2.50 per ton higher. About the only reason for this is that the Maize head is a prettier color and they are willing to pay the difference for it.

A surplus of Kaffir heads has helped to cause the wide difference in price. Very few heads are being offered at the moment, due to the bad weather in the Panhandle of Texas, which originates the large portion of our heads.

The minimum weight of a carload of heads is 40,000 pounds. However, the head is very bulky and takes up a lot of room, therefore small cars often contain as little as 12 tons. In that event, it is necessary for the shipper to write on his bill of lading, "Loading to visible space capacity." Otherwise he will be charged with the minimum freight of 40,000 pounds. Cars are never overloaded with heads, because they are rather light and bulky and never weigh in excess of the capacity of the car, but in many instances, over the minimum.

Cars of threshed Maize and Kaffir are inspected out, as well as in, Ft. Worth. During the movement, however, shipments are made directly from the country and not out of the Terminal house here. Heads are never un-

loaded and stored here, or rather, it is very unusual for them to be. Most cars of Sorghum Heads are shipped to Ft. Worth for grading and then are diverted to other points.

Several of the Fort Worth feed manufacturers grind the head and all, but not in any great quantities. They use this in a special brand of feed. Maize and Kaffir heads do not get out of condition if they are dry, or well matured when shipped. If the heads are at all damp, or loaded green, being closed in the tight car will cause them to heat, sweat and sprout within a very few days. The dry heads are kept indefinitely and can be shipped any distance.

The commission charge for selling heads is 50c per ton. The inspection charge is \$1.00 per car.

The Fort Worth market does receive some feterita in the head; however, feterita is not grown in large quantities at this time, therefore, the shipments are few. All regulations, charges and grades assessed against Maize and Kaffir prevail for feterita.

The Western Maryland railroad has placed an embargo on all grain consigned, or to be consigned to all consignees, Port Covington elevator.

Some consideration is being given to the establishment of federal standards for wild oats, mixtures of barley and oats, and barley and wild oats by the Federal Grain Supervision division of the U. S. Department of Agriculture. If they would establish a high standard for bureaucrats so as to reduce the number one-half the taxpayers would be delighted.

## The Year's Future Trading at Kansas City.

Trading in futures on the Kansas City Board of Trade, by months, during 1924, aggregated as follows, as reported by the Grain Futures Administration, the last week of December being estimated. The figures represent one side, there being an equal amount of purchases three ciphers omitted.

	Wheat		Corn		Oats	
	1924.	1923.	1924.	1923.	1924.	1923.
Jan. ....	13,179	28,468	19,131	10,067	41	145
Feb. ....	12,239	25,073	12,427	8,213	28	88
Mar. ....	17,525	21,125	13,285	8,908	28	74
Apr. ....	22,001	42,642	12,092	14,823	115	367
May ....	13,295	31,579	10,795	20,770	117	135
June ....	28,709	34,383	16,555	14,924	194	46
July ....	44,787	27,388	18,800	15,500	58	110
Aug. ....	48,297	41,553	26,165	13,512	46	430
Sept. ....	32,516	29,435	22,646	15,156	74	340
Oct. ....	44,423	23,642	23,012	18,909	229	138
Nov. ....	45,567	20,888	23,074	19,445	198	275
Dec. ....	44,381	20,988	35,459	15,888	602	227

Total .366,919 347,164 233,441 176,115 1,730 2,375

A conference of representatives from all the states to consider plans and promote economy in expenditures and reduction in taxation has been recommended President Coolidge by the Chamber of Commerce of the United States. It is hoped that some form of contact with the governors of the states may be established that they may facilitate legislation and administrative action—state, county and municipal—toward the utmost economy and reduction of taxes. The extravagant legislatures must check up a bit.



Red Milo Above; Kafir Corn Below. [See facing page.]



# Regulating the Loading of Box Cars

By E. W. MANTHEY

Due largely to an inadequate knowledge of shipping rules the country grain shipper frequently finds himself penalized for failure to order the proper size car to meet his requirements or to insist upon the carrier protecting the size he ordered, when the railroad is unable to furnish the size called for.

All railroads use uniform rules listing the minimum weights to which grain or box cars may be loaded with the various grains. These hold true for all parts of the United States and a large part of Canada. Due to a large extent, to the continual interchange of cars between different roads, this system has been found most feasible.

Some help is granted the grain shipper who has inadequate weighing equipment by stenciling, on the inner walls of grain cars, black lines at various heights. Above each line is stenciled the name of the grain which may be loaded to that height to obtain the minimum weight. Small confidence can be placed in the grain lines, however, as grain varies in weight as in moisture content. Likewise the workman who stencils the line may vary an inch or two either way without anyone discovering the difference.

The grain line will have little bearing upon the collection or non-collection of a claim. The most useful evidence for that purpose will be produced by accurate weighing equipment, and accurate records.

On the outside of the car is stenciled a capacity weight telling how many pounds of ordinary grains may be put in the car. This is the minimum weight also for most grains.

**Central Freight Ass'n Tariff No. 245-B, Circular No. 1-R** of the Western Trunk Lines and all other tariffs of United States railroads, use uniform rules governing minimum weights. They list barley, buckwheat, corn, feterita, kafir corn, milo maize, rye, grain screenings, speltz and wheat as taking the marked capacity of the car for the minimum weight to which that car may be loaded with those products, straight or mixed, and take the carload rate.

Oats, ear corn, snapped corn, corn in the shuck, unthreshed feterita, unthreshed kafir corn, or unthreshed milo maize, in either straight or mixed carloads, may take 80 per cent of the marked capacity of the car.

The minimum weights permitted on grain apply alike on domestic and export shipments. On grain products the minimum weight permitted on domestic shipments is 40,000 pounds; on export shipments, 60,000 pounds, except on grain flour, compound flour, oatmeal and rolled oats, which takes 56,000 pounds on cars of a marked capacity greater than 60,000 pounds and 85 per cent of the marked capacity, but not less than 40,000 pounds, on cars of marked capac-

ity of 60,000 pounds or under, when the product is loaded for export. Minimum weights permitted on grain by-products varies, depending upon the commodity being shipped.

**Actual weight applies** on a carload of grain taking the marked capacity of the car as the minimum weight (a) when grain is loaded at point of origin to within 24 inches of roof, at side walls of car, for the purpose of federal, state or official grain exchange inspection; (b) when grain is loaded to the proper grain line of cars which are so marked; (c) when car is loaded to full space capacity.

Rules of the carriers say that when any of these provisions are applicable on a shipment, notation to the effect should be inserted in the B/L by the shipper or the carrier's agent. The notation should be specific, indicating under which of the three provisions the actual weight of the carload should be protected. Failure to make the notation does not necessarily prevent the application of these terms provided suitable proof is presented that one of the provisions applies to a shipment.

In the substance of this last sentence the carriers place the blame entirely upon the shipper if a notation is not made and demand that suitable proof be presented that one of the provisions applies to a shipment. Inasmuch as the railroads keep accurate records in the handling of a car, it should hardly be necessary for the shipper to make such a notation or be penalized for his failure in this respect. Many a country shipper lays himself open to imposition by placing an abiding faith in the railroad that serves him.

Tariffs direct the special attention of carrier's agents at shipping points, to the importance of making proper notation on the Bs/L and W/Bs. When grain in transit is transferred from one car to another, either direct or thru elevators, the minimum weight applicable to the shipment prior to transfer also applies after the transfer. This rule applies only when direct car to car transfers are made. Herein the carrier's see some bulk grain is likely to be lost and are quick to protect themselves and their carrying charges. The rule is not applicable at rate breaking points unless the individual tariffs of the carriers into and out of such points both contain it.

Country shippers are particularly interested in the rule governing the carrier's furnishing of cars for loading. Stocks of cars available are not always adequate and carriers frequently furnish a car of a different capacity than ordered, to save themselves the trouble and expense of giving shipper what he wants. Such a car may be used and the minimum weight of the car ordered will apply, but in no case less than actual weight.

In such a case it is necessary, if the shipper would prevent his being penalized for loading the larger car, to show on the B/L and the W/B the capacity of the car ordered and the number and date of the order, also the capacity of the car furnished.

When the shipper orders a car of marked capacity less than 60,000 pounds, such as a car of 50,000 or 40,000 capacity, he will be given the lower minimum weight if a car of that capacity is available.

If, however, the carrier places a car of 60,000 or larger capacity, and the shipper finds it expedient to load it, the minimum weight applying will be 60,000 pounds regardless of what lower size the shipper ordered. There is nothing in the tariff which prevents a carrier saying a car of 50,000 or 40,000 capacity is unavailable and furnishing a car of 60,000 capacity that greater revenue may be obtained.

The later rule mentioned excepts oats, ear corn, snapped corn, corn in the shuck and unthreshed feterita, kafir corn or milo maize, which take a minimum weight of 48,000 pounds, but not greater than 80 per cent of the marked capacity of the car furnished.

If, however, the carrier is able to furnish a car of 40,000 or 50,000 capacity, and there are a few cars of such capacity still in use which carriers will furnish if hard pressed to do so, the marked capacity of the car will apply as the minimum weight. If oats, ear corn, etc. are loaded into it, 80 per cent of the marked capacity of the car will apply.

**Overloading cars:** Inadequate weighing facilities not infrequently cause a shipper to overload cars and he becomes penalized for so doing. Carriers' rules permit loading a car to 110 per cent of its marked capacity. When the actual net weight of the shipment is more than 1,000 pounds in excess of the 110 per cent, the car is considered overloaded. Carriers then consider themselves privileged to transfer the lading to another car, assessing a charge of 1 cent per bushel and any switching charges which may be necessary to accomplish the transfer. Overloading works against a shipper making claim for loss in transit. It puts him at the mercy of the carrier.

The minimum weight is never permitted to be less than 40,000 pounds except for the purpose of cleaning out elevators and grain houses at the close of the shipping season. Each grain house and elevator is permitted to ship one car per year at a minimum weight of 30,000 pounds. Such a car must be from one consignor and one shipping point to one consignee at one destination. It may be a straight or mixed carload. If mixed the various grains must be in sacks or separated by bulk-heads or partitions.

Loading a car over the minimum weight permitted, but under the maximum weight permitted makes the actual weight apply. Actual weight applies on a car loaded to its full space capacity with grain.

**Circular 1-R of Western Trunk Lines** contends its carriers will not be responsible for loss due to natural shrinkage and allows certain percentages for this shrinkage. When liability is established for claim, these railroads deduct from the loss in weight  $\frac{1}{8}$  of 1 per cent on wheat, corn, oats, rye, and other small grains; and  $\frac{1}{4}$  of 1 per cent on corn, of the total weight of the contents of the car, making these deductions from the shipping weights. This rule does not apply on Illinois, Minnesota, South Dakota, and Wisconsin intrastate traffic.

When grains taking different minimum weights are included in a mixed carload, the higher minimum weight applies. If a car were loaded with wheat and ear corn the marked capacity of the car would apply as the minimum weight, presuming of course that the car was the size ordered, as wheat would take that weight, even tho ear corn in straight carloads takes only 80 per cent of the marked capacity.

**Mixed carloads:** Grain may be shipped in mixed carloads with grain products and grain by-products if the shipper so wishes. In such a case the minimum weight applying on



Farmers Arriving in Farwell, Tex., with Kafir and Milo Maize Heads.  
[See facing page.]



the grain product or by-product, loaded in the car with the grain, which takes the highest minimum weight, will apply on the entire carload, provided the total weight of the grain does not exceed  $33\frac{1}{3}$  per cent of the total weight loaded into the car. If the total weight of the grain exceeds that percentage the minimum weight for the grain will apply on the entire car.

When mixed carloads of grain, grain products and grain by-products are shipped, all, or all but one, of the commodities must be in sacks or packages, or separated from each other by bulk-heads or partitions. If bulk-heads or partitions are used it will be at the owner's risk of mixing. Carriers make a charge of \$5 per car in addition to the rates assessed, for permitting the installation of bulk-heads or partitions. The installing and the removal of them including the cost of the material, must be done by and at the expense of the owner or shipper.

**Transit:** When grain, grain products or grain by-products are handled under transit arrangements the minimum weight on the commodity as forwarded from the origin will apply on the thru rate. When handled on proportional or reshipping rates, which are connected with the in-bound movement by surrender of the expense bills, the minimum weight from the reshipping points will be that in effect on the commodity reshipped, on the date of shipment from point of origin, as represented by the in-bound expense bill surrendered.

Claims for a shortage of grain in bulk cannot be and are not adequately covered by tariffs. Some roads publish a rule that they will not pay claims of shippers except when investigation shows that such shortages are the result of wreck or defective equipment or transfer of the grain by the carriers en route, or other causes for which the carrier is liable. To make the bluff stronger they add that when the carrier's records are perfect claims will not be paid. Other carriers publish no rule leaving the shipper to imagine what treatment he will be accorded when filing a claim.

If a carrier's records on a car of grain are imperfect the carrier has no recourse but to pay the claim. But frequently the record will be perfect, whether the car was or not and grain shippers have long complained about the trouble they are compelled to take to collect for grain lost in transit under such circumstances. Many of them, if the claim is small, do not attempt to collect. Accurate weights and weighing records are the best possible evidence in making collections.

**Car capacities** on hand by most carriers at the present time range from 60,000 pounds to 110,000 pounds. On the eastern roads most of them are of the larger sizes. The western roads have more of the smaller sizes. So few cars of 40,000 or 50,000 capacity are in service that they hardly need be taken into consideration and 60,000 capacity is taken as the basis of minimum weights. When cars of a greater capacity than ordered are furnished the shipper should always take measures to protect the capacity he ordered. Only cars of a lower marked capacity than 60,000 pounds can take a lower minimum weight than 60,000 pounds.

Investigation will disclose the fact that country shippers frequently do send in cars that are not loaded to the full minimum weight and are compelled to pay for the difference between the actual and the minimum weight. Close observance of the rules herein mentioned will save the shipper from being needlessly penalized by the carriers and he will profit accordingly.

Reliable shipping scales are necessary to every elevator if grain cars are to be loaded so as to obtain the most advantageous rates and the surest profit. Let every shipper of grain make sure his weighing equipment is accurate; then carefully load and ship his cars according to the rules laid down in the railroad tariffs.

## "Sister Sue" of Dallas.

BY HERSELF.

Folks:

To begin with my name ain't no more "Sue" than yours is, but I'm about th' most sister-ated sister you ever saw or heard about, bein' th' ugliest of seven. (By lookin' at th' picture you can tell all th' rest of 'em were ravin', tearin' beauties.) I was borned an' raised out in West Texas where th' coyotes howled you to sleep at night, gyp water flowed fluently, when th' wasn't a drouth, an' th' sandstorms proved that th' feller that said th' wasn't no such thing as perpetual motion didn't know his okry. Where rattle snakes rattled th' winder panes, an' Molly Cotton tails, Jack rabbits an' prairie dogs ornamented th' front yards in preference to roses, honey-suckle vines an' holly hocks!

My daddy was th' editor of a "weakly" newspaper, an' he was kept busy advertisin' th' fact that Farmer Jones had brought in a big watermelon, Farmer Smith th' first bale of cotton, an' th' editor was th' proud father of "another darlin' daughter." An'—my mammy was kept busy spankin' an' feedin' kids. (Probably this advertisin' an' feedin' combination is to blame for th' fact that when I reached th' age of accountability I went into th' Feed-Advertisin' Game.) I was inoculated with th' education germ in th' little red school house on th' hill, where I won fame an' honor for my endurance, bravin' th' wintry winds for somethin' like eight years without ever playin' hookey—(NO—that ain't th' reason they call me "sissy").

Well, one mornin' I woke up to find myself a orphan, with six sisters, forty acres an' a mule—only we didn't have no mule. So—I put on a pair of shoes an' come to town, meanin' DALLAS—which is th' only town in th' State

of Texas—that's jest thirty miles from Fort Worth! I pretty soon learned th' art of extractin' bread an' meat from th' keys of a typewriter an' I had been doin' this for nigh onto two years before Mr. W. J. Lawther found out I was in town an' sent for me, sayin' I was th' one he needed to help him run his feed business! I wasn't so sure about it, but he kept on beggin' until December 28th, 1920, havin' lost all my Xmas spirits, I capitulated. All this time I'd been operatin' under my own name—I had thought of changin' it several times, but it wasn't agreeable with th' other party!

My job with Mr. W. J. seemed to be doin' everything that didn't nobody else want to do, an' I got so expert at it that one day when a certain feller from Wichita Falls named Miks, come down to see us an' find out how we run th' business, they come to find out didn't nobody know except me. So they turned me over to Mr. Miks. He kept callin' me by th' wrong name, an' I kept correctin' him, 'til finally he said: "Well, sis, I'm jest goin' to call you Sister Sue"—which was th' startin' point in my career. Sister Sue it was, is, an' shall be! I was always good at makin' mountains out of mole hills, so I jest decided to make a mountain out of that little mole hill of a name.

It was a little over two years ago that I made that resolution an' begin to figger out how I was goin' about it. When I was young an' handsome, all in th' world I had to do to get a boy down on his rusty knees an' beggin' me to meet him at th' altar, was to write to him about six weeks or two months in my gushin', flowin', breezy style—an' so figgerin' on th' basis that after all sweethearts was human, I figgered out that th' same method that'd bring them to their knees ought to work out pretty well with th' rest of th' human race, includin' feed dealers an' users. An', besides I had saw somethin' in th' Bible about if you had a talent an' used it th' Lord would give you more talents, but if you hid it under a bushel, then H'd take it away from you! So I got busy, dug my little old talent out from under a bushel of oats, an' on July 17, 1922, published th' first "Sister Sue Letter" in history. An' I've been puttin' 'em out ever since.

If you've never had th' pleasure of readin' one of 'em, then you don't know what you've missed. This here article ain't a patchin' to 'em. An' if you never heard of me before then you don't live in Texas; never raised a cow or a chicken; never been in th' feed business; never been to a chicken show, an' never attended th' 1924 Convention of th' Texas Grain Dealers; for I guarantee I trod on more grain dealers' feet at that convention than any other woman present; had more fun than everybody else put together, an' come home with more blisters than Lazarus had sores! It was there that I met Mr. C. S. Clark, editor of this here Journal, an' it is at Mr. Clark's urgent request that I am uncoverin' all these little intimate details of my past. I don't know what his idea in th' matter is, but I never has passed up a opportunity yet to smear th' name "Sister Sue" before th' public eye, an' so here it is!

A feller who had been in th' advertisin' business for years an' years, told me when I started to manipulate th' advertisin' end of th' W. J. Lawther Mills, that next to tombstones, chicken feed was th' hardest thing in th' world to advertise, but folks, I never paid him any mind. I believe that "life is what you make it" an' if you give th' world th' best you've got, then th' best is goin' to come your way, some day. I have more fun than a barrel of monkeys. Maybe circular letters don't call for answers, BUT, my people answer my letters. Sometimes they write me poetry, sometimes they draw me pictures, sometimes they send me peaches, preserves, turkeys, an' what not—no matter how they answer, they answer, an' it makes them happy, me happy, an' th' Boss happy, an' I hope we'll all live happy ever after, an' when I die an' go to



"Sister Sue," who puts the pep into W. J. Lawther's Feed Letter.



Heaven, if they ask me what kind of a job I want up there, well, I kinder think I'll jest ask 'em to let me have charge of th' advertisin' of "angel food" for there ain't nothin' in th' world as interestin' to me as th' gospel of balanced rations.

An' folks, that's th' whole story. If you're ever in Dallas, jest drop in to see me down on DEEP ELLUM, an' let's get acquainted. I'll take you out an' buy you a hamburger an' a red sody pop, an' if that ain't a balanced ration I'd like to know th' reason why!

TACOMA, WASH.—The British tramp freighter "Ashworth" recently laid down a shipment of 3,000 tons of Argentine corn at the Tacoma wharves. The rate charged was \$6.75 per ton for the 8,000-mile sea voyage. The duty was \$5.40 a ton. This made a total of \$12.15 per ton in addition to the price paid in Argentina. Present railroad rates charge 75 cents per 100 lbs., or \$14.20 per ton, on corn shipped from Iowa to this station. All of which goes to show that Argentine corn can be delivered here cheaper than American corn from the interior. Horrible! The Panama Canal is helping foreigners to undersell our producers in our home markets.

### A Steel Elevator for Flaxseed.

The American demand for flaxseed the last ten years has been greatly in excess of the home production so our imports have been steadily increasing. To facilitate the handling of this growing trade new storage and handling facilities have been constructed at our Atlantic seaports.

The latest addition to these facilities is the all steel elevator erected in Philadelphia for the Bisbee Linseed Co., by the James Stewart & Co., Inc. The officers of the Bisbee Co., are Pres. Edgar C. Bisbee; Vice-pres. Arthur L. Bisbee; Sec'y Frank J. Bisbee; Treasurer, E. Bisbee Warner; Asst. Sec'y & Treas., John M. Lowe.

The Bisbee Linseed Co. in the operation of its Linseed Oil Mill at Greenwich Point, Philadelphia, found it necessary to increase its facilities for unloading flax seed from ocean vessels and for storing same. Some of the flax seed is brought up from the Argentine by water and unloaded at the company's pier as the plant is located adjacent to a slip. The movement of these vessels being uncertain it was deemed necessary to provide ample storage facilities to take care of the mills' requirements.

As the flax seed is of a uniform quality, it

was decided to build a large circular steel storage tank holding over 200,000 bushels of flax. This steel tank is 60' in diameter and 90' deep, we believe the largest single tank in existence for storing flax seed. This steel tank rests on a concrete sub-structure which also forms a basement under the entire area of the tank, the mattress for the substructure being supported on long wood piles.

A small structural steel workhouse was built on the outside and adjoining the steel tank. The workhouse is 14' wide and 30' long and 126' 6" high.

The flax seed is unloaded on the dock alongside of the vessel and underneath the floor of the dock is provided a system of 20" screw conveyors; 350' long with large hoppers discharging into the conveyor box every 50' along the dock. The bags of flax seed are unloaded from the hold of the vessel in the usual way and trucked to the nearest one of the hoppers where the bags are opened and the flax dropped through a grating flush with the dock into the hopper and from the hopper is conveyed by the system of screw conveyors to the workhouse.

At the workhouse the flax is elevated in the usual type of jack leg and discharged into a 500-bushel receiving garner which in turn feeds a 500-bushel hopper scale. Below this scale is a 500-bushel garner which spouts the grain direct to the main lofter leg. The lofter leg elevates the flax and discharges it into a 3,000-bushel cleaning garner below which is a No. 8 Monitor flax separator and the flax is cleaned and accumulated in the 3,000-bushel garner below the separator from whence it is carried direct to the mill by means of screw conveyors.

When it is desired to place flaxseed in storage, it is simply elevated by the main lofter leg and discharged into a 20" screw conveyor which conveys it across to the top of the large steel storage tank. Two additional small cleaner legs are provided in the workhouse with a number of small garners for special cleaning.

The flax is removed from the large tank by means of a 20" screw conveyor arranged so as to discharge the flax into the main lofter leg or the small jack leg if it is necessary to weigh it again.

The 12 small bins in the workhouse hold between 250 and 3,000 bus. The storage capacity of the workhouse is 15,000 bus. Each leg has its own individual direct G. E. motor drive, using Stewart-Falk helical cut gear reduction units.

A car spout is provided so that the flax may be weighed and loaded out in carload lots if necessary. Provision is made to install a screw conveyor and a track pit should it be found necessary to receive flax from cars.

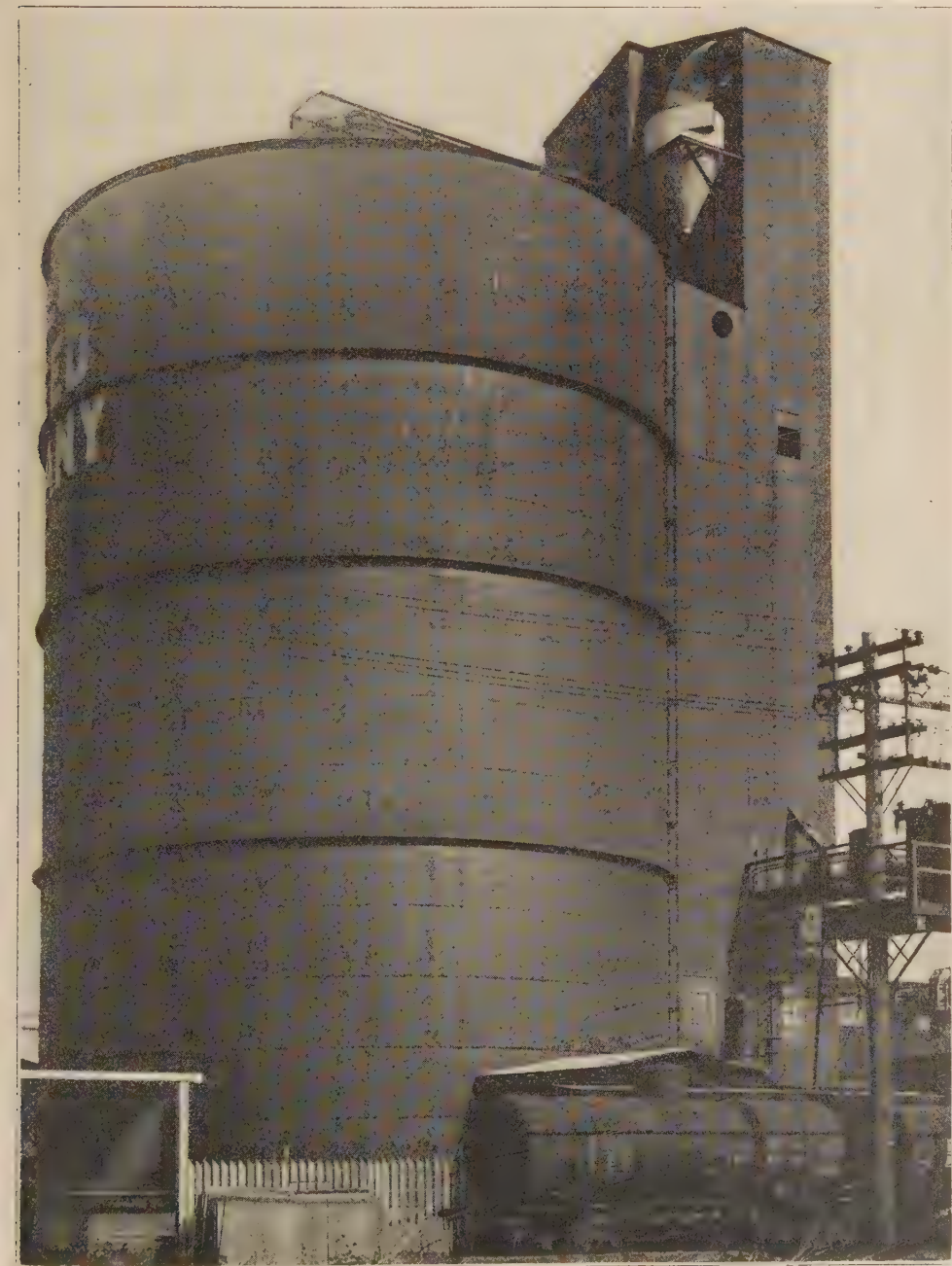
The workhouse portion is built of steel plates and shapes so as to harmonize with the construction of the tank and at the same time this proved the most economical form of construction. All machinery was supplied by the Weller Mfg. Co., and all silent chain by the Link-Belt Co.

The Sidewalk was roped off two days recently while the Decatur Milling Co., at Decatur, Ill., was fumigating with 600 pounds of poisonous cyanide gas.

### Beach Means 23; Beech 45.

In discussing with Erich Gerstenburg of Chicago recently the various features of the Robinson Code which need revision, he called attention to the careless use of two code words on page 18 of the Robinson Code which deal with averages. "Beach" means 23 while "Beech" means 45. On page 24 we find that the word "Caution" means 23 and on page 25 "Cohesion" means 45.

The first is supposed to be confined to pounds while the latter is to be used for quotations and quantities. Regardless of the intent of the author, it surely behooves users to exercise caution in the use of the two beaches or else refrain from using either of them.



Steel Elevator of Bisbee Linseed Co., at Philadelphia.



## Strange Treasure Found in Grain.

RY FRANCIS DICKIE.

The last place in the world in which a person would expect to find a treasure hunt taking place is the interior of a great grain elevator. Yet in some of the great Canadian houses perhaps the most unique treasure hunt in the world takes place though never heard of in the great world outside.

In these hectic days of the ending year all the resources of the railway lines of the country are centered upon relieving the prairie provinces of their vast harvest of wheat, oats and barley. From every direction, over countless branch lines, grain-laden freight cars by the thousands are hurried over the double-track transcontinental lines to the terminal elevators at Fort William and Port Arthur where each car is quickly dumped.

It is here, in these towering elevators, huge and more wonderful than any fairy castle, that takes place the odd treasure hunt which brings to light queer and sometimes horrible things, but all intensely interesting to the watchers in charge of unloading the cars and of the cleaning machinery which winnow from the in pouring grain all extraneous matter. The search brings forth a varied and surprising assortment of things, many of which really do deserve the name of treasure.

The most common articles to be sifted out of the grain are knives; knives of every description and size. When it is taken into consideration that harvesters are continually using knives for cutting binder twine, it is easily understood how so many get mislaid and pass with the wheat to the terminal elevators.

In point of numbers, bottles are the next greatest yield of the treasure hunt. Of all kinds and descriptions, both full and empty, they bob up in the yellow tide of the cereals. The majority contain liquor. Hundreds of quart bottles with the seals still intact are found by the watchful workmen. In the year 1924, liquor of all things deserves the name of treasure, considering its price and demand. Probably the full bottles were the property of tramps and smugglers, though their separation from their owners is an interesting mystery.

Paper bundles containing left over bits of food are also common. Still more valuable food finds occasionally come drifting in, the most amusing of these an untouched side of bacon, a boiled ham, and a dead rabbit.

Next in order of interest, and greater in number than a person would ever think, come tools. Hammers, saws, wrenches and other tools pop up. Now and then a cheap watch rewards the watchers; at longer intervals a gold one. On many occasions rings, both of man and woman, raised the value of the daily treasure find. Keys, singly and in bundles, add to the watchers' wonder as to the how all these things found their way into the grain.

Letters, both of love and business, bank books, uncashed checks make their appearance; not few, but many, to add to the marvel and the strangeness of this hunt. Where did they all come from. How did they get here. In the cases of the letters and checks, of course, the finders nearly always get a clue. In one case the owner of uncashed checks worth several hundred dollars was located, and his checks returned, but the owner could not account for them getting into the wheat; they had traveled more than a thousand miles.

A dead prairie chicken in a fair state of preservation once reached the elevator. A cat, live, though very weak and almost suffocated, came pouring out of a car with the grain. It was revived and adopted at the elevator.

Stranger still was the arrival of a man. Investigation in this case showed that the man had been hurriedly placed on top of the wheat at a lonely way point where passenger trains did not stop in order to get the body to the city for burial. Unfortunately the word of the body's coming was mislaid, and so the corpse went on through to the terminal.

A cash register—empty—was one of the un-

usual finds. A pair of lady's dancing shoes with the silk stockings neatly tucked within them, are articles in the grain quite the most mysterious, suggesting warm romance.

Dynamite of the ordinary kind used for land clearing, and even dynamite of higher power, packed in cylindrical rolls of about ten inches long of greasy paper, though it holds awful portent of immediate explosion to the average man, is not very easily put off. In fact most dynamite will stand a great deal of jarring. Just the same the elevator men were relieved when it was safely reclaimed.

How all these varied articles, and the list is much longer, got into the wheat, would make an intensely interesting story if it were possible to trace each object to its source.

## Local Meetings Checking the Slaughter.

There was a time when the Michigan dealer was handicapped to some extent by unnecessary grain concerns springing up, financed by the banker who was zealously seeking additional business. However, the process of elimination during the last two or three years has practically corrected all this trouble, so far as Michigan goes.

Our greatest trouble at the present time lies in the cutthroat methods practiced by our regular legitimate dealers. We doubt very much if more than 25% of the country elevator men in Michigan enjoy a fair and legitimate profit from their investment. We have already inaugurated this system of holding neighborhood meetings with the primary purpose of trying to eliminate as many of the evils from the business as possible. We already have concrete examples of dealers who were at swords points and steadily losing money, who have been brought together and made to see the folly of their foolishness, and who are now enjoying at least a small profit.—An. N. Sheffield, Battle Creek, Mich.

**A Real Christmas for the Bulls.**—Dollar-seventy-five cent wheat predicted by many bulls arrived a few days ahead of time. And what a difference in the general feeling as compared with last year when May wheat was selling around \$1.07 at Christmas. Our wonderful Christmas present in the form of high prices has been the result of smaller crops in all the other producing countries. The ease with which values have advanced has even surprised the best friends of the markets. The short has been badly punished. They are afraid to make a contract to deliver wheat in Chicago next May. If present prices are justified at this time of year, prices will be extremely high next spring. It was far harder work for the market to advance from \$1.25 to \$1.50 than it has been to advance from \$1.50 to \$1.75. When the world is really short of wheat there is no use of predicting how high prices may go.—C. A. King & Co.

## Country Elevator with Feed Grinding and Car Unloading Equipment.

The country tributary to Garden City, Kan. produces a great variety of row crops in addition to wheat, and the farmers are good buyers of feed. In planning the new elevator of the Everly Grain Co. numerous bins of different sizes were provided as far as 35,000 bus. capacity would permit, and for feed grinding a mill room was provided outside of the elevator proper.

The house is of stud construction, iron clad 40 ft., 7 ins. high from basement floor to ridge of roof. The bin structure is 32x30, the driveway adding 8 ft. to the 32 and the mill room adding 13 ft. 6 ins. to the 30 ft. The bins on both sides of the central workroom extend down to the ground. Overhead in the mill room section are 6 smaller bins for the retail feed business. Over the driveway are three large bins, and over the workroom are three bins. The warehouse in connection, shown in the engraving herewith, is 32 ft. wide, 12 ft. high and 120 ft. long, the office and wagon scales being located in the end away from the elevator.

The two elevator legs are at each end of the workroom. The special 9x6 3/4 V-shape buckets running over 48-in. head pulleys, give a capacity of 2,250 bus. per hour, which is the capacity of the Richardson Automatic Scale set in the cupola so that both legs can discharge into it. One of the legs elevates grain from the car receiving pit, while the other leg takes grain from the wagon dump and is so spouted at the head as to discharge into any bin in the house. The car-unloading leg can draw from half of the main bins and is spouted above to all of the main storage bins to the mill room and to the one bin over the driveway. In order to discharge these legs both to the center one is driven by spur gear and the other by sprocket chain. A 20-h.p. motor supplies the power for the legs.

The combination air dump in the driveway has a compressor run by a 2-h.p. fully enclosed electric motor. A 15-h.p. fully enclosed electric motor operates the Union Iron Works Co. Puller, chop leg and a hammer type grinder in the mill room. This motor runs 1,755 r.p.m. and its 8x6 pulley is belted to countershaft carrying a 32x6 pulley driven. From this shaft a 24x6 pulley drives the mill, a 10x6 the car puller and a 4x6 the 18x4 pulley on the feed leg countershaft above, from which the speed reduction is from a 9-tooth to a 30-tooth sprocket on the shaft carrying the 24x6 head pulley. A 7x6 pulley on the motor in the cupola drives a 40x6 pulley on the head drive, by belt.

The studding of the bins is placed 12 in. centers, 2x8 for 15 ft. 10 ins., and 2x6 the remaining 23 ft. 8 ins. up. Four rods cross each of the corner bins at 4 ft. levels, 3/4 in. in diameter for the first rise and 5/8 above, the large bin over mill room taking 14 and 11 foot rods, 7 at each level.

The height of the house allows loading from



35,000-bu. Elevator and Warehouse at Garden City, Kan. [See facing page.]



the scale by gravity alone to the roof of cars. On account of the excessive water pressure at a shallow depth the pit was made only 12 ft. 6 ins. deep, and the main bin bottoms were built in of timber instead of the usual construction of concrete.

The cleaning of the elevated grain is accomplished by suction at the head of the leg, created by a good sized exhaust fan, which discharges thru a trap that is intended to catch all the chaff and light grain drawn out by the fan.

The building was made as fireproof as a frame structure can be made. The roofs all were covered with 3 V crimp galvanized iron. The outside walls of No. 1 shiplap, boxed solid, including warehouse, were covered with 1 1/4-in. corrugated galvanized iron siding, put on vertically. The motors were wired up in conduit and all switches inclosed in steel cabinets. On account of the absolutely standard construction the house took no power charge whatever in insurance. A safety ball bearing manlift extends from work to cupola floor. Given herewith are floor plan and longitudinal and transverse sections.

This well built house was designed and erected by the Star Engineering Co.

The agricultural commission appointed by President Coolidge will reconvene to determine a permanent agricultural program on Jan. 5, announces Chairman Robert D. Carey, Wyoming.

ENORMOUS POTASH RESERVES have been found in America. Dr. J. W. Turrentine, of the U. S. Department of Agriculture, recently reported to the American Chemical Society that "The green sands of New Jersey, the potash shales of Georgia, the leucites of Wyoming and the alunites of Utah contain inexhaustible quantities of potash and the method of recovering it therefrom is much nearer solution than is generally recognized." The Texas Panhandle shows unmistakable signs of subterranean deposits sufficient to supply the entire nation for years, and the industry has so rapidly developed that it can now successfully compete with Europe.

## Competition or Rivalry.

BY J. W. M'CORD.

Competition has been a potent factor in the world's affairs ever since man began his struggle for existence. With the gradual increase in the number of humans and other forms of life, existence became largely a matter of the survival of the strongest. The weaker were no doubt overpowered and put to death.

With the growth of civilization and the broadening of man's experience, we find less rivalry among competitors in the same field of endeavor, but still we have a great many merchants especially among the country grain dealers who instead of learning from the past persist in attempts to crush out competition regardless of the price necessary to pay in order to get the grain.

The trouble with most of these overbidding contests, the direct result of cut throat competition, is that the parties immediately interested not only pay more than they can get for grain, but they pay a ridiculous price for experience which should be unnecessary to convince them that they are traveling along the wrong track. Competition when carefully studied from an economic standpoint will surely not tolerate overbidding or the destruction of competitors because such practices are sure to react with destructive force on the buyers as well as on those the buyers have overbid.

Prices prevailing in terminal markets are a fair index of what dealers in any country market can obtain for their shipments. When jealousy, hate or rivalry urge a dealer to buy the grain regardless of the effect on his competitors or upon his own business, he is surely prompted by baser instincts which are unfair to all competitors.

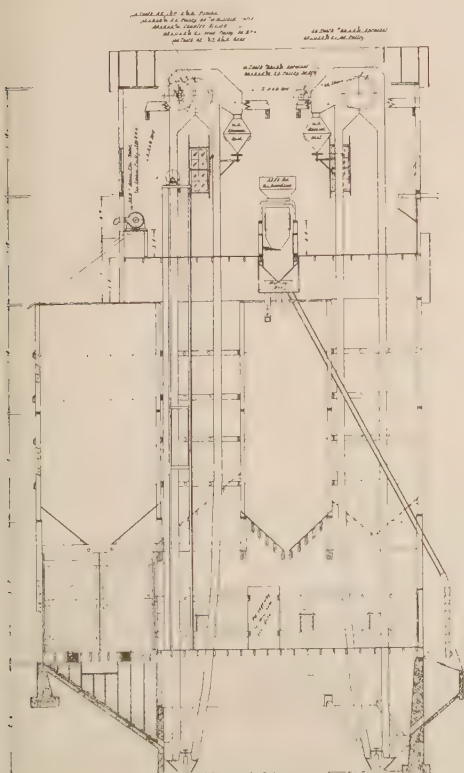
It has often been said that fair competition results from normal conditions in country markets and makes for an attractive market,

but unrestrained rivalry generally is the natural outgrowth of selfishness, and results in chaotic conditions not only in the local market but in all surrounding markets so that neighboring dealers must also pay dearly for the cut throat methods of the dealers in rampant rivalry. Those who have attempted to make a survey of a country elevator business are generally agreed that overbidding the market has always been productive of more dissatisfaction among the grain growers than underbidding the market. The reputation and good will of a country grain buyer is a psychologic as well as an economic achievement. The manner in which country grain dealers conduct their business more than the prices they pay helps to build up good will. Fair toleration for one's competitors helps largely to gain the esteem and respect of customers.

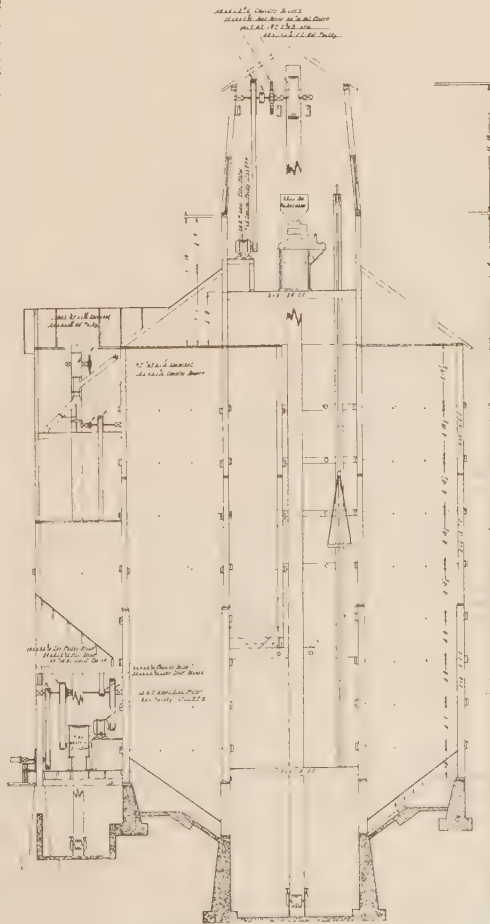
Rivalry on the other hand which results in overbidding is generally comparable to the ordinary street fight. Sensible farseeing merchants will not resort to such practices. They will compete with their neighbors but their business will be conducted along ethical lines. The daily methods of each firm or corporation always reflect the spirit of the institution. They give the customers convincing evidence of the guiding personality of the business, and every business like its controlling spirit can be easily analyzed as refined, cultured, striving to secure business in a dignified manner, or else a vulgar, boisterous, blustering desire for business with no thought whatever of good will or the cordial relations tending to gain the respect of the customers and the esteem of competitors.

When fighting dealers make an honest effort to cultivate kindly relations with one another, overbidding and destructive rivalry will cease to the great benefit not only of the grain producers but to the permanent advantage of the grain dealers as well. The yuletide season presents an attractive opportunity for the banishment of all rivalry and the incorporation of the true Christmas spirit in the trade of every country grain market. Yes, go over and wish him a merry Christmas today and every day, and convince him you mean it.

"Federation Wheat," by A. E. McClymonds and C. B. Ahlson (Idaho Sta. Circ. 35 [1924]) gives the characteristics of that wheat and its strains, with the results of yields and milling and baking tests in comparison with other varieties. Federation outyielded Dicklow at the Aberdeen Substation and in co-operative tests with farmers. It grades higher than Dicklow, weighs more per bushel and has practically the same crude protein and flour content with more shorts and less bran. The flour will absorb about the same amount of water and produces a loaf of greater volume which weighs practically the same but has a little better texture, tho not as good color, as a loaf from Dicklow flour.

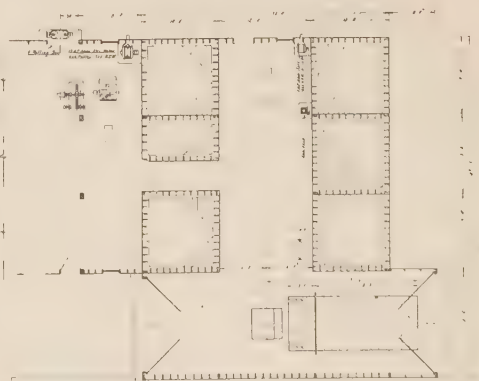


Transverse Section.



Longitudinal Section.

Plans of 35,000-bu. Elevator at Garden City, Kan.  
[See facing page.]



Floor Plan.



## South Dakota Farmer Grain Dealers Meeting.

Driving snowstorms for two days had a visible effect on the attendance at the 18th annual convention of the Farmers Grain Dealers Ass'n of South Dakota in the Cataract hotel, Sioux Falls, S. D., Dec. 9, 10 and 11. A large number were expected but the snows cut the attendance to less than a hundred, even tho the opening session was delayed until afternoon.

Pres. A. L. Berg, Baltic, opened the meeting with an argument for co-operative marketing and a plea for faith in co-operative handling of grain products and spoke of the work of the state ass'n in organizing local farmers' elevator companies. He said:

There is just complaint about the wide spread between the prices the producer receives and those the consumer pays. While there are many middlemen, the greatest portion of the spread is represented by the first and the last slices, the toll of the first purchaser and the profit of the retailer. The local farmers' elevators are able to control the first. Probably the latter can be reduced only by action on the part of the consumer.

Whatever any farmer may think about co-operative movements in general, he should by all means take an interest in and be loyal to his local elevator or other enterprise designed to protect his price at the primary market.

It seems to me, however, that it will be unfortunate for the farmer if he becomes imbued with the idea that co-operatively marketing in itself is a panacea for all agricultural ills. For whatever the merits of co-operative marketing, it is wise to bear in mind that it has definite limitations. A well organized, wisely managed co-operative ass'n can be most helpful and can accomplish much that might otherwise be unsolved. In marketing problems, it may prevent untimely dumping of products, it may even create new markets, but obviously it can not accomplish the impossible, for its operations will be as amendable to economic law as those of other business enterprises.

Sec'y F. H. Sloan, Sioux Falls, in his annual report, emphasized the need for farmers elevators using their own capital, saying firmly:

Now the first point I wish all to get is this, you must get your own capital back of your farmers elevators and until you do they will not be able to do what is expected of them, for, interest paid to stockholders on capital stocks are dividends and interest paid for money to do business on is expense, especially if it is tied up in property book accounts and old leases.

I would suggest that the legislative com'te investigate rents for sites for elevators and coal sheds on railroad right of way; workmen's compensation law; storage laws, and anti-discrimination laws in buying and selling.

Charles H. Eyler, Watertown, former sec'y of the ass'n declared in the discussion that followed:

Farmers are too much organized. The majority of farmers organizations are not for the interest of the farmers, but are started to benefit political and selfish interests. You've got to have one head organization and work together. Place your local organization on a self-supporting basis and then we can go further in the marketing proposition.

As for elevator money tied up in closed banks, I favor a state law, requiring every bank to carry sufficient bond to cover every dollar in it, just as elevators are required to give bond for every bushel of grain in the house.

F. O. Simonson, ass't director of marketing, followed with: "Loyalty to the organization, good business management and a big volume of business are essential to any farmers elevator company."

Others who took part in discussions were A. P. Eno, Montrose, who advocated price fixing as a remedy for speculation; C. G. Anderson, Aberdeen, who favored interesting the younger elevator men in the co-operative movement; M. H. Rath, Minneapolis, who explained the purposes and future of his organization, the Farmers Commission Co.; Arthur Laurence, Doland, emphasizing the need of a solid local co-operative organization.

Pres. A. L. Berg appointed the following com'tes:

Resolutions: James Ihde, Warner; H. A. Benthin, Grover; Art Laurence, Doland; George M. Schuemaker, Parkston; H. A. Campbell, Selby; Carl Erickson, Howard; C. A. Berg, Colton; John Spilde, Bryant; and

Dick Winkel of Sherman, and another action com'te consisting of D. A. Johnson, Chancellor; L. B. Kraft, Loyalton, and H. L. Bary, Clark.

In the evening session M. R. Myers, Chicago, chairman of the board of directors of the new farmer owned Grain Marketing Co. who appeared on the program in place of M. R. Benedict of the Depart. of Agri., said:

If you wish co-operation in America, there is no substitute for the farmers' elevator. This is the only farmers' co-operative movement that has \$100,000,000 invested in it. It is the only organization that handles millions upon millions of bushels of grain. And it sells the farmer supplies running into the millions of dollars in value.

The state and national ass'ns of farmers' elevators have saved more money for the grain growers than they will ever be able to repay. And now it is up to the grain dealers' ass'ns to do all in their power to reduce marketing costs to a minimum.

### Wednesday's Sessions.

Attendance improved on the 2nd day of the convention, over 150 being present for the opening session of the Managers' meeting.

G. G. Anderson, Aberdeen, manager of 7 farmers' elevators in Brown county, took a good share of the morning in discussing "Pooling." He said:

The only way the farmer can hope to receive a fair price for his grain is to accumulate enough capital to store it in his own granaries and to sell when demand causes a good price.

Pooling is anything but orderly marketing the way it is handled now. Grain is thrown on the market at the low ebb of prices in order to make room for more. The only way to market orderly is for the farmer to put himself in a position so that he doesn't have to market at one time. But the trouble is that when farmers do accumulate something they spend this money for new automobiles instead of using it to hold their grain.

Considerable expense is incurred in organizing pools. Besides there is heavy cost connected with handling grain thru terminal elevators, as is the practice of the pools. Country run of grain always brings more at the mill because the miller can bill his flour after milling, on the same bill of lading, saving large transit costs. Another advantage in buying country run is that the grain has not been mixed with other grain of less weight and lower gluten percentage.

Figures on the prices paid the farmers in Brown county for grain in 1923, by the pool and by the farmers' elevators invariably show the farmers' elevators paid substantially higher prices.

In my territory the pool handled half as much grain as the farmers' elevators but their cost of handling was the same. These expenses had to be borne by the poolers' wheat. The same results as pooling organizations claim to procure, with none of the disadvantages, which they refuse to admit, could be obtained by the independent action of groups of farmers in each locality, if they would agree to market only a certain percentage of their total crop each month and average the profits. I am opposed to the formation of pools.

Chris Sandvig, Canton, spoke on "Lumber and the Grain Business," declaring a saving had been effected the farmers in the Canton community when the farmers' elevator started dealing in lumber.

W. P. Manning, Fairview, discussed "Live-stock," showing the dealers how they could make it a good sideline.

C. E. Eckerle, an organizer of farmers' elevator companies, discussed the value of courtesy and courage to the farmer elevator manager in the afternoon session, saying:

Business weaklings are left behind at the end of every period of inflation. Courage is not governed by conditions; it controls conditions. It not only recognizes, but eliminates, weak organization, mistakes and inefficiency. More spirited meetings which will interest shareholders of elevator companies and non-shareholders alike are needed for the progress of farmers' elevator companies. The boards should meet more than 3 or 4 times a year and should plan for something better than simply reading statements. We must have boards of directors that are on the job.

J. W. Straup, manager of the farmers elevator at Humboldt, discussed the "Storage Law." Briefly he said:

Elevator managers had a hard fight to keep a storage law enacted in 1922 from appearing on the statute books and finally defeated it in a referendum vote. Nevertheless a measure is very likely to be passed during this session of legislature which will succeed the 1913 statute which is now in force.

It is doubtful whether the Grain Marketing Co. will ever become a success. It is a notorious fact that many farmers do not stay loyal to their local companies. They just neglect them. How much harder, then, will it be to maintain interest in a national institution?

A long discussion of storage laws followed and Bert Milligan, Pipestone, Minn., gave an explanation of the Minnesota storage law.

M. R. Benedict, professor of farm economics at the State Agricultural College, Brookings, pleaded for teamwork between grain men and the Farm Bureau. He said:

Farmer elevator managers and county agents should get together and establish points of contact. It will strengthen both organizations.

I believe the grain industry is not in need of pooling as is certain other industries, such as wool where there is no established market.

The Farm Bureau and the grain dealers should work together in framing recommendations for legislation for the coming session at Pierre. Sometimes there is too much overlapping in the work of farm organizations.

Considerable discussion followed.

The delegates were the guests of the Sioux Falls Grain Exchange in the evening and attended the first show at the Orpheum. Later they attended a "Dutch Lunch" in the Chamber of Commerce.

At the luncheon, H. G. Farmer, farmer philosopher of Pipestone, suggested, "Let's get down to business and work out our own salvation."

J. F. Gustafson, Windom, Minn., pres. of the Farmers' National Grain Dealers Ass'n, discussed pertinent subjects of interest to the farmers and the grain movement in the northwestern states. He attacked the pooling projects, endorsed the slogan, "There is no substitute for a farmers' elevator," and said the Grain Marketing Co. project is almost certain to split the local elevator ass'n in two camps which should be prevented at any cost.

Entertainment was given by the Augustana College quartet and several clever story tellers.

### Thursday's Sessions.

L. G. Atherton, Madison, state senator, favored hydro-electric plants in his address declaring:

Two things are needed now to make South Dakota more prosperous; lower real estate taxes so as to readjust the burden of taxation and a new type of marketing, which will give us a storage law of some kind. The legislature will be willing to co-operate in any plan which will benefit the producer.

South Dakota is in great need of hydro-electric plants and will some day get them. However, they will be built with money the state saves and not by another bond issue. South Dakota has ways and means to become a great state, if she but uses her natural resources consisting of coal mines, aluminum and great numbers of other metals together with the great power capable of being developed from the Missouri river.

Election of officers resulted in A. L. Berg, Baltic, being re-elected pres.; James Grant, Clark, re-elected director for the Fourth district and Geo. E. Ernst, Aberdeen, elected director for the Fifth district. Mr. Berg, J. D. Hicks, Canton, and B. L. Ewing, Doland, were elected as a Legislative Com'te.

The Farmers Grain Dealers Ass'n went on record as favoring:

The St. Lawrence Deep Waterway project and authorized Sec'y Sloan to urge members of Congress to take action upon the matter.

Co-operation with other co-operative organizations in bringing matters before the state legislature.

The repainting of all farmers' elevators a battleship gray color and printing on the sides the slogan, "There is no substitute for a farmers' elevator," and the use of this slogan on all stationery.

An educational campaign on co-operative marketing to be spread over a period of 10 years, as work for the board of directors.

The county organization of directors and managers.

Adjourned *sine die*.

Locusts are creating more of a panic down in Argentina than the army worm did here last spring.



## Grain Trade Observations.

BY TRAVELER.

Isn't it funny how some men are ever willing to match coins for the smokes or to see who pays for the luncheon and finally then get to matching for anything and everything regardless of what they have at risk? Last week I had the pleasure of sitting in with a party of traveling men. After two of them had just agreed to match coins to see who would pay for the luncheon for the party, one countered with an offer of a ten to one bet that he would win. With the chances even that he would lose, why would any man venture a ten to one bet? But he did it, and what is more, he won.

The incident brought out some interesting tales of different prizes lost and won by the turn of a coin, and one traveler who long ago had sold white corn for a Decatur shipper told how 100,000 bus. of No. 2 white corn had been assigned to him for quick sale at 52c. After canvassing a number of buyers who had previously taken large quantities, he called on a Terre Haute miller whom he knew to be a reckless gambler and tendered him the entire lot for 54c a bu. The miller, being a close buyer, naturally countered with a bid of 52c.

After some quibbling and hesitation, the salesman offered to match coins with the miller to see whether he should pay 54c for the lot of white corn or 52c. The salesman won and the miller paid his 54c, utterly oblivious of the fact that he had bet \$2,000 against nothing. Reckless hazards are always extravagant, but surely in the case of this miller this reckless hazard of betting was a heart breaker.

\* \* \* \* \*

Did you ever have the thrilling experience of witnessing the burning of a first class modern grain elevator in a town without fire fighting apparatus? Well, that was my experience one day last year at Norton, Kansas, when the fine elevator of the Derby Grain Co. went up in smoke. A few people ran around with tin buckets but of course the fire paid no attention to them. Others ran up and down like mad, some bellowed, but still the elevator kept on burning. The majority of the strong armed men stood by silently, solemn, depressed by the certain destruction overtaking the elevator. The burning of this house made a deep impression on me, and I have often wondered why every town regardless of its size was not equipped with some kind of apparatus for fighting fire.

I recall visiting an elevator in central Illinois some years ago that had a brick engine room at least 20 ft. from the elevator and in the engine room was a pump that would throw a  $\frac{3}{4}$  inch stream with considerable force to any point about the elevator, but sad to relate, that man's supply of water consisted only of a large cistern designed primarily to hold the water for cooling his oil engine. He was prepared to fight fires in their early stages but of course he was helpless after the fire got a fair start.

After traveling among the elevators and learning at first hands of their many fire hazards, of the little precaution taken to protect their property against fire and of the still smaller preparation made to extinguish fires

in their incipency, I wonder why the insurance companies ever issue a policy on them. I know that if I owned an elevator that was isolated, by the railroad tracks, or located in a town where no fire fighting apparatus was maintained, that I would cover my house with noncombustible material, roof and sides; and what is more, I would place extinguishers at every convenient landing about the place and see to it that they were kept filled with tetrachloride, which is the best chemical obtainable for extinguishing small fires. The expense of such protection and such precaution is not large and surely the man who has taken these precautions must have the satisfaction of feeling more secure when he goes home at night.

I have seen wood shingles on elevators curl up during the hot dry days of August just as though they were begging all the fire brands of the universe to throw them a hot coal, and of course many of the passing locomotives try to satisfy them. Why grain elevator owners persist in taking such wild chances with their own property is more than I can understand. I can not believe that the fire insurance companies would insure property maintaining such hazards for its full value, so the property owner must have something at risk and have some interest in protecting his property. If any one can explain to me why any elevator owner is justified in tolerating wood siding or wood shingle roofs, I would surely be glad to know his reasons.

## Position of the Large Speculators on the Chicago Board.

Complying with Senate Resolution No. 9 the Grain Futures Administration of the U. S. Dept. of Agriculture has prepared a report on trading in futures on the Chicago Board of Trade during 1923, from which the following is taken:

Turning to the group of 32 "speculative" accounts carried by "clearing members" of the Chicago Board of Trade, and comprised in the half-million class, these accounts represent principally "professional traders or speculators," but include also a few "members of large futures commission houses," as specified by Senate Resolution No. 9. Some of these parties were members of the Chicago Board of Trade and some of them were not members. Some of them are "well-known," and of the speculators considered by the Grain Futures Administration to be "well-known" these accounts represent all but two or three. The group also includes a few parties who are not "well-known." The facts disclosed by an analysis of this group of 32 accounts, as previously defined and described, are presented below.

The number of these accounts belonging to any one operator was almost always one, but in a few cases two or even three of these accounts represented the same party. In order to exhibit the general nature of speculative operations by individual traders, three statements are herewith presented regarding 13 of these 32 accounts, including every such account as was ever at any time during the year net "long" or net "short" as much as 1,000,000 bus. These 13 accounts are here designated as belonging to the million class.

No one of these 13 accounts was ever net "long" or net "short" as much as 3,150,000 bus.; no two of them combined were ever net "long" or net "short" as much as 5,025,000 bus.; and no three of them combined were ever net "long" or net "short" as much as 6,125,000. The largest combined net position for any group of three of these accounts for any time during the year was 6,115,000 "short" on March 15, 1923.

Three of these 13 accounts reached their maximum on the "long" side and 10 on the "short" side, one did so in February, one in April, and one in November. Of the 10 which reached their maximum on the "short" side, two did so in January, two in March, two in May, one in June, one in July, one in August and one in December.

The combined net position of these 13 accounts in the million class was always "short" except on April 10, October 6-8, and for about two weeks around the first of December. On April 10 it was 105,000 bus. "long," in October it was for one day 500,000 bus. "long," and in early December it was for three days about 900,000 bus. "long." Their combined net position when on the "short" side reached its maximum on May 29 when it was 8,175,000 bus. "short." It exceeded eight million bushels only on one other date, January 30, when it was 8,010,000 "short." On both of these dates the aggregate of all accounts, both large and small,

on the books of all "clearing members" of the Chicago Board of Trade, as hereinbefore explained, and counting either the aggregate of all "long" or the aggregate of all "short" accounts, amounted to not less than 90,000,000 bus.

At some time during every quarter there were at least 23 speculative accounts in the half-million class which held some position in the market and that during every quarter of the year there were more of these accounts on the "short" side than on the "long" side. Some of these accounts were active only in first half of the year, and some only in the last half, but 23 of them were active in both halves of the year. Each of these 23 was also on the books of the same firm in both halves of the year.

The total trading in wheat futures for these 32 speculative accounts amounted during the year 1923 to 231,588,000 bus. bought and 228,733,000 bus. sold. Their combined position was sometimes "long," and sometimes "short," but for almost all of the year was "short." This position reached its maximum on the "short" side late in July when it amounted for one day to 8,060,000 bus. and for one other day to above 7,000,000. The combined net position of this group at the beginning of the year was 4,980,000 bus. "short," and at the end of the year 2,225,000 bus. "short." The average daily combined net position of the group by quarters was as follows: First quarter, 3,650,000 bus. "short;" second quarter, 3,760,000 bus. "short;" third quarter, 4,862,000 bus. "short;" fourth quarter, 1,241,000 bus. "short."

The only times when the combined position of this group was on the "long" side were early in April, early in October, and early in December. During the first of these periods their combined net position reached its maximum at 1,805,000 bus. "long," during the second at 1,655,000 bus. "long," and during the third at 1,690,000 bus. "long."

The speculators represented by the 32 speculative accounts did their heaviest net buying around the middle of March, the first of August, the first of October, and the early part of December; and they did their heaviest selling around the middle of April, the end of June, and the middle of November. During the period from late April to end of July these speculators were usually selling more than they bought.

## Markton Oats Immune From Smut.

The Markton oat is the first variety of common oat with high-yielding ability and fairly satisfactory kernel characters which has been found to show complete immunity from covered smut, says the United States Department of Agriculture. Markton has been the highest yielding variety at Moro, Ore., during the 10-year period from 1914 to 1923, inclusive, and at Pullman, Wash., in the 4-year and 5-year periods, respectively, in which it has been included in the tests.

## What Are You Making of Your Life?

BY JEROME P. FLEISHMAN, IN THE BUSINESS PHILOSOPHER.

There may or may not be a life hereafter. I am not especially concerned about that. But you who are reading these lines and I who am writing them know that there is a life here and now and that *we* are living it.

All right. *How* are we living it?

Are we wasting the precious minutes given into our keeping in thinking evil about our neighbors? Are we spending the priceless hours as though there were no limit to their succession? Or are we really trying to express in our lives the highest and best that is in us—are we endeavoring to broaden and sweeten ourselves and thus broaden and sweeten every life with which we come in contact?

You are God's child. So am I. We are answerable to Him for what our lives shall mean in the carrying out of His great plan of things.

Let's help, not hinder. Let's bear our sorrows with a grin and pass our happiness on to others. Let's make of our todays stepping-stones to bigger, brighter tomorrows—tomorrows that shall be ever-increasingly full of the spirit of good-will and helpfulness, so that the great universe of which we are a throbbing part may be better for our having lived.



Burning of Derby's Elevator at Norton, Kan.



## Massachusetts Retail Grain Dealers Meet.

Approximately 60 retail grain dealers of Massachusetts met in the Hotel Highland, Springfield, Mass., at noon on Dec. 11 for the first meeting of the Massachusetts Retail Grain Dealers Ass'n. An excellent luncheon was served which all dealers attended and had the pleasure of becoming acquainted with other grain dealers.

Following the luncheon Pres. William I. Morse, Holyoke, gave the welcoming address, stressing the value of friendships created at such meetings.

Col. B. A. Franklin, vice president of the Strathmore Paper Co., and one of Springfield's leading business and military men, talked on "Value of Trade Ass'ns." Tho superficially the grain trade and paper manufacturers do not seem to have much in common. Col. Franklin showed very clearly that almost all business has very definite interests and problems in common.

While Col. Franklin is a member of several trade ass'ns, his observations were taken mostly from the paper manufacturers' ass'n, which is the oldest trade ass'n in the country, having organized in 1861. His remarks on the value of general trade and market statistics, trade custom and rules, and the value of the friendships made among men in the same industry were particularly apropos. These friendships tend to eliminate the old cut-throat competition. To quote him, "It is difficult to slander a man with whom you have eaten and called by his first name."

One very pertinent point was: That many business firms were inclined to overwork the idea of so-called service, particularly in the retail business. Col. Franklin said some retail businesses had "Run amuck on service," citing the department store which delivers a spool of thread in an expensive motor van.

Philip H. Smith, official chemist, of the Massachusetts Agricultural College Experiment Station, discussed "Feed Control and Its Relation to Retail Dealers," outlining the history of feed control laws in New England and calling attention to many violations of the Massachusetts Registration law.

Sumner Crosby, Boston, member of the Executive Com'te of the Greater Boston Retail Grain Dealers' Ass'n, told about "Organization Work among the Retail Grain Dealers of Greater Boston."

Sec'y Sturges took occasion to refute certain statements which have been published to the effect that the convention had been called to produce methods of combating competition alleged to be offered by the Eastern States Farmers' Exchange. He said in part:

The grain dealer is the farmer's friend and the farmer and the grain dealer can prosper only thru prosperous agriculture. They must both work together for their common good.

Since the World War business has gone thru some tremendous changes. Readjustments have necessarily been effected and the grain trade feels them. The dealers have found organization necessary. In the present struggle they cannot survive and continue to serve in the way they do unless they band together in a united body for purposes of exchange of confidence and discussion of mutual problems.

This ass'n was formed last summer at the instance of an invitation from the extension department of the Massachusetts Agricultural College to co-operate with that institution in its work to better agricultural conditions in Massachusetts. As a result we have been given an opportunity to serve Massachusetts agriculture in a co-operative and profitable manner.

Among other subjects coming to the attention of the delegates was the advisability of adopting a code of ethics similar to that of the United States Chamber of Commerce, and of changing from the credit to the cash system of doing business. Most dealers felt that they could carry on their businesses in a more efficient and systematic manner under the cash system.

Sec'y Sturges submitted a constitution and by-laws for ratification by the delegates. These were unanimously adopted.

Mr. Crosby formally tendered an invitation to the Massachusetts Ass'n to hold a joint meeting and banquet with the Greater Boston Ass'n. This invitation was promptly and unanimously accepted.

Sec'y Sturges read a communication from Secretary Quinn, inviting the Ass'n to affiliate with the Grain Dealers' National Ass'n. On motion of Mr. Shea, it was voted to join as affiliated members.

The chairman was instructed to appoint a com'te for closer contact with Massachusetts Agricultural College.

On motion of Mr. Whittemore it was voted to hold a regular meeting every 3 months, alternating geographically over the state.

Officers of the Massachusetts Grain Dealers Ass'n are: William I. Morse, Holyoke, pres.; James A. Sturges, Easthampton, sec'y-treas.; Executive Com'te, W. F. Smith, Wayland, chairman; M. L. Cushing, Fitchburg; G. W. Gilmore, Wrentham; W. N. Howard, Ware; Morris Horvitz, New Bedford; John Shea, Lawrence; G. S. Whittemore, Worcester.

Adjourned *sine die*.

## Corn Borer Spread Further.

The area quarantined by the Federal government due to infestation with the European corn borer has been extended, announces Sec'y Gore of the Department of Agriculture. New York, Pennsylvania, Ohio and Michigan territory has been added to the area, which includes part of New England.

The quarantine regulates shipments of products likely to carry the pest. During recent months the new area has become infested, tho officials are certain it was not transported from New England.

## A Flaxseed Elevator.

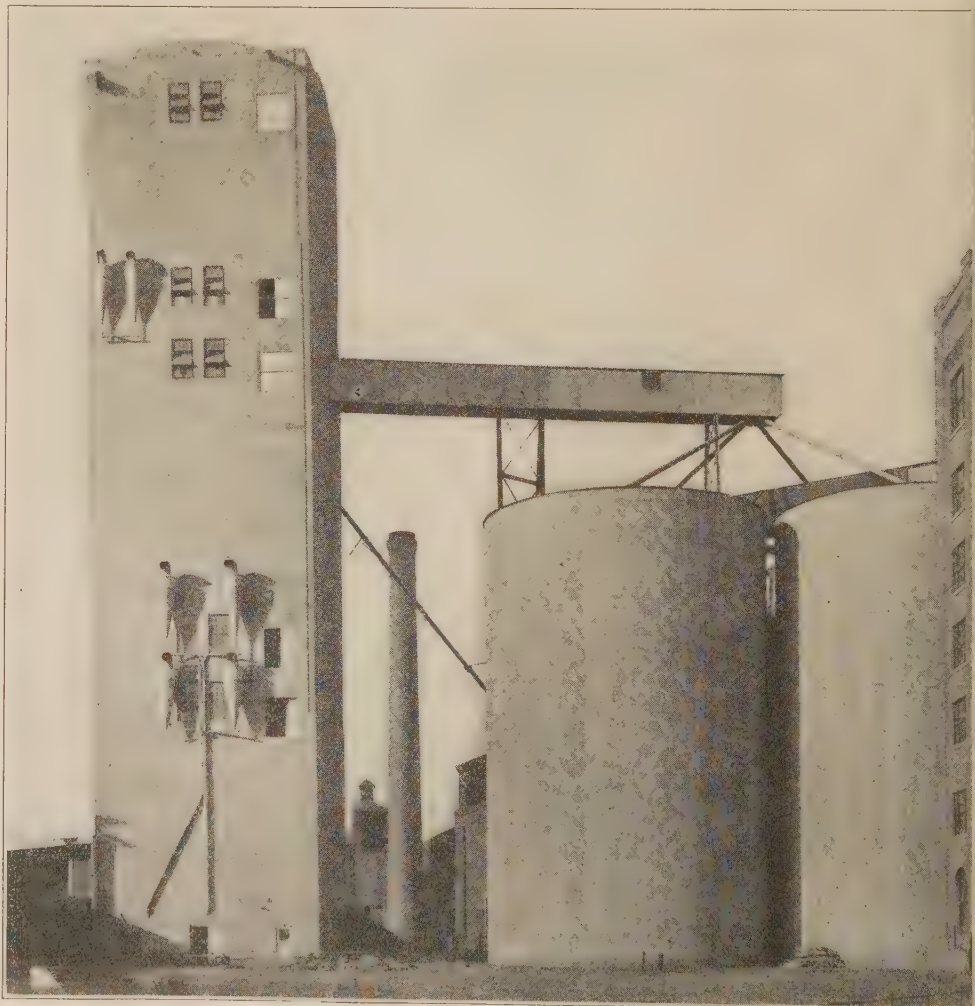
Spencer Kellogg & Sons, of Buffalo, N. Y. have enlarged their linseed oil mill at Minneapolis, Minn., by providing the flaxseed receiving and storing unit shown in the engravings herewith.

In the design of this plant attention was directed to cleaning and storage rather than large handling capacity, and since but one kind had to be stored, no multiplicity of bins was required in the storage department. This permitted the construction of a few very large tanks giving a maximum capacity at the lowest cost per bushel of storage. The tanks are of concrete, 50 ft. in diameter, and 80 ft. high, built independent of each other and on separate foundation. The bins have no dividing walls and the capacity of each is 125,000 bus.

The head house is of fireproof construction, thruout, 34x40 ft., and 165 ft. high. Beside the basement floor it has a lower cleaner floor, upper cleaner floor, bin floor, scale floor and head floor. The car shed, 16x36 ft., contains a single track, the receiving pit and the drum of the car puller driven by a Fairbanks-Morse Ball Bearing Motor, inside the house. A pair of Clark Automatic Shovels are also provided in the track shed for unloading. These are also connected to the motor thru an oil-immersed Farrell gear reduction set.

The bins in the working house are rectangular, arranged to serve the cleaners, on three different levels, 9 above and 9 below the cleaning machines, with 4 on the garner level and over the screenings separator. Three of these are used for storage of cleaned flaxseed, ready for transfer to the mill.

The two elevator legs have a capacity of 750 bus. per hour. Power is transmitted to the head shafts of the legs from Fairbanks-Morse Ball Bearing Alternating Current Motors by



Working House and Storage Bins of Reinforced Concrete Elevator of Spencer Kellogg & Sons at Minneapolis, Minn. [See facing page.]



oil immersed helical gear reduction sets directly connected thru flexible couplings. The other transmission machinery was furnished by the Strong-Scott Mfg. Co., including shovel machines, car puller, screw conveyors, carrier rolls and leg machinery.

Four Invincible Flaxseed Separators are placed on the two cleaner floors, in duplicate sets one above the other, midway between the first floor of the house and the cleaner floor. On the scale floor is a No. 3 Monitor Separator for screenings.

The receiving leg elevates the grain to a 2,000-bu. latest type "S" solid lever Fairbanks-Morse Hopper Scale supported on pedestals and having type-registering weigh-beam. After being weighed the grain passes thru a turn-head to any one of a number of bins in the head house, or is deposited on a 20-inch conveyor belt and carried out on the gallery to one of the large storage bins. From two of these large bins grain is delivered directly by one 20-in. belt to the boot of the second elevator leg, the third bin being reached by a second belt, and a contemplated fourth large bin by a third branch belt. This storage house leg is used for general duty, and like the other leg may be discharged into the scale garner or into any one of the several bins on the garner level.

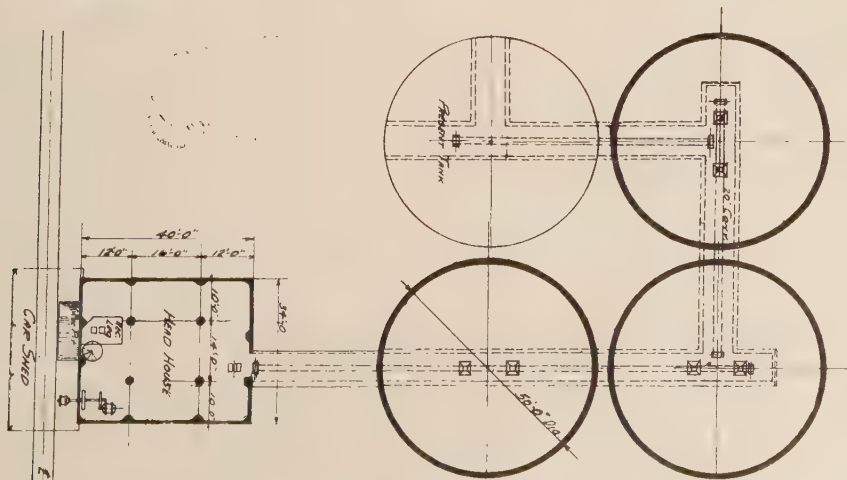
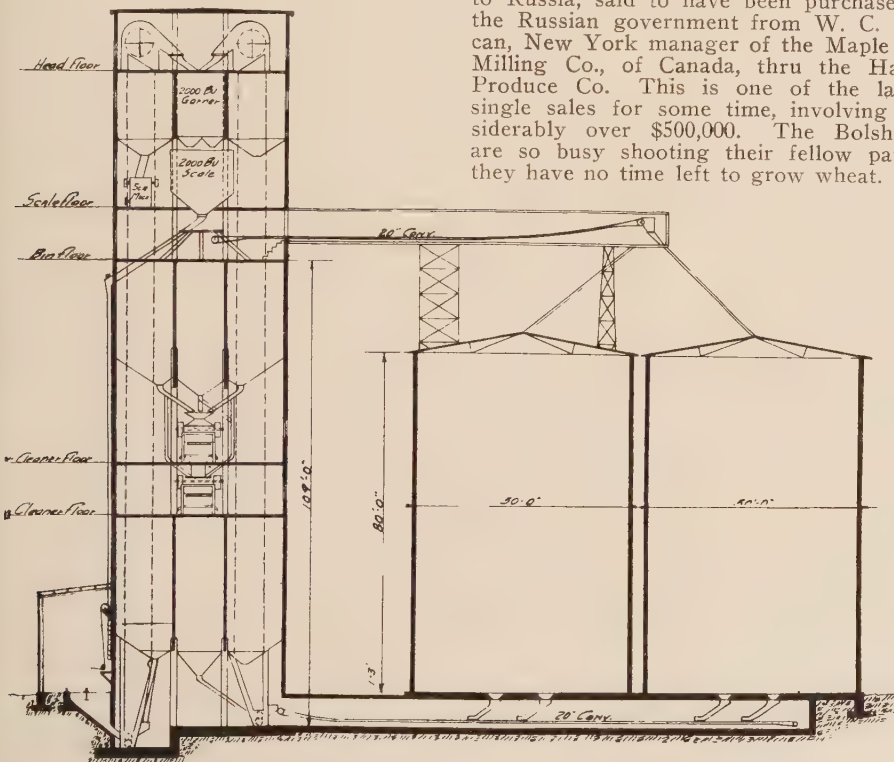
An unusual feature in connection with this

plant is the double cleaning arrangement. With flax, as with some other grains, it often becomes necessary to clean the seed twice to obtain the required purity of seed. In this plant duplicate sets of cleaners are set on two cleaner floors, one above the other, so that two streams of grain can be fed thru the machines acting in tandem, and doing double cleaning of the grain, or four single streams may be fed to the four cleaners separately, with a resultant cleaning capacity of from three to four thousand bushels per hour. The cleaner floors are located midway between the first floor of the house and the bin floor. This arrangement provides storage capacity over the cleaners, and receiving capacity below for cleaned grain, screenings, seeds, and tailings.

Screenings, cleaned grains, seeds, and coarse tailings are accumulated in bins below the cleaners and are elevated, as desired, for distribution to storage, transfer to the mill, or to be deposited in bins over the screenings machine located on the scale floor.

Plans and construction operations were begun about Mar. 20, 1924, the plant being completed and in operation Aug. 10. It was designed and constructed by the Fegles Construction Co.

Two full cargoes of flour, amounting to 120,000 barrels, have been sold for shipment to Russia, said to have been purchased by the Russian government from W. C. Duncan, New York manager of the Maple Leaf Milling Co., of Canada, thru the Hansen Produce Co. This is one of the largest single sales for some time, involving considerably over \$500,000. The Bolsheviks are so busy shooting their fellow patriots they have no time left to grow wheat.



Cross Section and Floor Plan of Spencer Kellogg & Sons Elevator at Minneapolis, Minn. [See facing page.]

## Carrier Liable for Deterioration of Grain in Transit.

F. J. and F. C. Shell shipped a car of threshed maize from Ralls to Santa Anna, Tex., Nov. 6, 1920, but on account of a leak in the roof of the car about one-half of the maize became wet, heated and partially rotten. After rejection by the buyer, S. H. Collier, the maize was shipped to the Fort Worth Elevators Co., at Fort Worth, Tex., to be cooled, cleaned and dried, and was resold to the Collins Grain Co., Fort Worth.

In a suit against the Panhandle & Santa Fe R. R. Co. for damages Shell stated that had the grain arrived at its destination in proper condition it would have been worth upon the market the sum of \$1,213.94, and that the reasonable value of the grain in the condition in which it arrived was nothing, except that it had been cooled, cleaned, and dried. That the plaintiffs paid \$341.71 freight for the transportation of the car to Santa Anna and to Fort Worth; that the expenses of cooling the grain at Fort Worth, including insurance, and storage, and selling it was \$94.59; that plaintiff, F. C. Shell, incurred an expense of \$50 in going to Santa Anna for the purpose of taking care of the car; that the grain sold for \$820.43. The plaintiff sued for the difference in the value of the grain in its condition when loaded and when delivered at destination, and for said expense items including freight, or a total amount of \$879.81, with interest, which was granted by the lower court.

The Court of Civil Appeals of Texas, on Oct. 29, 1924, said: The proper measure of their damages in a case of this character is stated in *St. Louis & Southwestern Railway v. Foster* (Tex. Civ. App.) 89 S. W. 452; and in *Lancaster v. Whittle* (Tex. Civ. App.) 210 S. W. 334, the measure of damages as there stated is the difference between the market value of the maize in the condition in which it should have arrived at destination, and its market value at Santa Anna after it had been cleaned, cooled and prepared for market, with the items of reasonable and necessary expenses incurred in caring for and preparing it for market added. If plaintiffs had not taken charge of the shipment at Santa Anna and incurred the expenses incident to preparing it for market, they could have recovered only the general measure of damages, which is the difference between its market value at destination in the condition in which it arrived, and the condition in which it should have arrived but for the appellant's negligence.

Necessary and reasonable expenses in an effort to prevent further injury are recoverable. Expenses incurred in reshipping the maize to Fort Worth in order to have it cleaned and prepared for market, the freight charges from Santa Anna to Fort Worth, provided that it was the nearest point at which it could be properly cleaned, together with the traveling expenses of F. C. Shell to look after and care for the shipment, do not constitute special damages. If such items are reasonable in amount and were necessary, they are consequently damages, although they may in a sense be incidental. Whether they were necessary and reasonable is an issue of fact for the jury.

The court remanded the suit to the lower court with instructions to allow the railroad company the freight to Santa Anna.—265 S. W. Rep. 758.

## Grain Elevators for Roumania.

Braila, Roumania, Dec. 1.—The grain elevator and grain grade standardization question is just being considered in our country, too. Parliament is about to vote a special law in relation thereto. This has led to the bitterest controversies.

Up to the present time the country has been working on a half bulk system. There are elevators in Braila, Galatz and Constantza and floating grain elevators in the Danube ports. All of the shipments for export are being made in bulk; but the transportation on the railroad is still done in bags.

The government seems now inclining toward the introduction of the full bulk handling system, with all its correlaries. Unfortunately as there are not very large funds available it remains to be seen what can be achieved in this respect.—Dr. Ing. Wladimir v. Mendl.



## Grain Carriers

**Nominations** to the Interstate Commerce Commission include J. B. Campbell, Spokane, Wash., and B. H. Meyer, Wisconsin, for a 7-year term.

**Grain** and grain products were loaded into 54,024 cars during the week ending Dec. 6. This was an increase of 4,699 cars over the previous week and 2,357 cars over the same week of 1923.

**Buffalo, N. Y.**—The lake season is closed. No more vessels are being sent to upper lake ports for cargoes. Grain cargoes, however, are rapidly pouring in. Well over a hundred are already tied up for storage.

**Louisville, Ky.**—The Louisville & Nashville railroad has let contracts for \$5,000,000 worth of locomotives and cars for delivery during the first half of 1925. The equipment includes 25 locomotives and 2,000 freight cars.

**Proposed increased** rates on hay and grain products from Kansas City to points in the lower Mississippi Valley and the Southeast have been suspended. The Interstate Commerce Commission will investigate them.

**Utah** and southern Idaho grain interests are contending that grain rates from that territory to eastern points are unreasonable and prejudicial to them. The case is being heard by Examiner Myron Witters of the Interstate Commerce Commission.

**The Interstate Commerce Commission** will hear the application of railroads in the trunk-line territory of the North and East to raise freight rates 15% on higher class commodities and for a 5% reduction in rates on commodities shipped in bulk, on Feb. 4.

**Freight car** shortage for the period ending Dec. 8 was 215 box cars, 40 coal cars, 329 all freight cars. The surplus of serviceable equipment for the same period was 81,875 box cars, 95,961 coal cars, 208,451 all freight cars, according to the American Railway Ass'n.

**Evansville, Ind.**—Local grain interests are opposing changes in freight rates on grain and grain products from points north of the Ohio river to southern destinations, joining forces with traffic departments in St. Louis, Louisville, Cairo and Cincinnati in the fight to maintain present levels.

**A wave** of buying by western railroads was initiated with the announcement that the Pere Marquette and Soo Line roads had ordered over \$1,000,000 worth of standard steel rails and fastenings. Millions of dollars worth of cars, rails and track supplies are expected to be ordered before Feb. 1.

**Early hearings** on the Gooding bill, prohibiting higher rates for short hauls than for long ones, were urged by a com'te consisting of Representatives French, Idaho; Leatherwood, Utah; Hill, Washington; Hayden, Arizona, and Taylor, Colorado, appearing before the House Commerce Com'te.

**An appropriation** of \$4,148,300 to enable the Interstate Commerce Commission to complete the valuation of the railroads was favorably reported by the Senate Interstate Commerce Com'te, in spite of the recommendations of President Coolidge and the Budget Bureau, which had estimated that \$1,000,000 would be sufficient.

**Increases** in rates on grain and grain products between producing points in the Mississippi-Missouri territory and the southeastern quarter of the United States, which

Western carriers proposed making effective Dec. 1, have been suspended until March 31, to allow time for investigation by the Interstate Commerce Commission.

**Buffeted** about by a severe storm the steamer "Midland Prince," which had just completed unloading a cargo of grain at the Port Colborne, Ont., crashed into and sunk two tugs and was forced onto a reef in the outer harbor. The crews of the tugs, comprising 16 men, took to the life boats and were rescued by another tug.

**Provision** that grain purchased and shipped from points in South Dakota on the C., St. P., M. & O. lines may be inspected, stored and reshipped from Sioux City at the same rate as a thru rate from the South Dakota points to Milwaukee, Chicago, or other eastern points to which grain is shipped, is made in a recent tariff issued by the C., St. P., M. & O.

**Demurrage suits** against 16 Buffalo elevator and grain companies are being heard before Justice Crosby in the Supreme Court. A forbidding array of legal talent for all sides is causing testimony, of which a great mass is expected, to proceed very slowly. The suit is for \$16,000 for delay to the fleet of the Cleveland Cliffs Iron Co. during the harbor congestion of 1922 when grain boats were held because the elevators were filled to capacity.

**Interference** with economic laws is very dangerous and usually has disastrous results. The idea behind the plan of the Port of New York Authority for equalization of joint thru rail and water rates thru all ports appears to be to make the same rates for long hauls as for short hauls, while every economic consideration demands a higher charge for the longer than for the shorter distance.—Pres. W. C. Cook, American-Hawaiian S. S. Co.

**Testifying** before the House com'te investigating the United States Shipping Board and the Fleet Corp., Admiral W. S. Benson urged that reserve capital for both organizations be carried, just as such funds are carried by private shipping companies and declared that greater leeway should be given the Board to obtain greater efficiency in shipping. He added that rail lines are now too far from ships and too much time is wasted in transferring goods from one to the other.

**Extensive use** of the uniform thru B/L prescribed by the Interstate Commerce Commission is recommended in the report of the President's special com'te on co-ordination of railroad and steamship transportation, which supports him in the belief that suspension of the presidential rail rate section of the merchant marine act should be continued pending further study by Congress. Other recommendations include more extensive quotation by the Shipping Board of thru rail and ocean rates.

**A petition** asking suspension and setting aside of a settlement made by the Southern Pacific railway, Pacific system, with its engineers and firemen on Dec. 16 to avoid a strike, has been filed with the U. S. Labor Board by the Conference Com'te of managers representing the Western Railways. The settlement tends to make an increase in railway rates necessary in western territory, as its salary increases would advance operating costs until the carriers would be unable to operate at a fair return. The Board refused to grant the petition.

**The rate** charged on a carload of sorghum seed from Kansas City, Mo., to Montgomery, Ala., was found inapplicable, though not unreasonable, in Schloss & Kahn Grocery Co. v. St. Louis-San Francisco Ry. Under the shipper's routing instructions rule 5 (b) of tariff Circular 18-A should have applied. This would have made the rate a combination of 61 cents. The rail-

road based its charges on a combination tariff of 77 cents. The Interstate Commerce Commission, in docket No. 15557, ordered refund of the overcharge.

**A vessel** carrying 328,000 bus. of corn cleared from South Chicago, Ill., for Buffalo, N. Y., on Dec. 14, thereby setting an unprecedented record for late season departure for an eastern port. The boat was the W. T. Roberts, belonging to the American Steamship Co., Buffalo, and the contract was made thru John Prindiville & Sons, Inc. Since the seasonal period of marine insurance had expired the boat owners and grain shippers agreed to take joint risk on the ship and cargo and no shipping rate was established.

**The last election** indicated a realization by a commanding majority of the American people that government ownership of the carriers would destroy individual effort, initiative and enterprise; would eliminate competition, the greatest spur to progress, would decrease service and increase taxes; would revolutionize our social, economic and political principles; in fact, would ruin our democracy, and very possibly would lead to nationalization of all industry.—Vice-Pres. C. E. Spens, C., B. & Q. R. R., in an address before the Quincy Freight Bureau.

**Cargoes** of grain totaling 1,857,000 bus. left Fort William and Port Arthur, Ont., on Dec. 6, in 8 boats, 5 of which were going to Buffalo, the "J. G. Butler, Jr." taking the largest cargo, amounting to 350,000 bus. One boat carried a full cargo of screenings for Chicago. On Dec. 12, 18 boats cleared, anticipating the lapse in insurance rates at midnight, 8 going to Buffalo, the "Fitch" taking a full cargo of barley and the "Good-year" and the "Dalton" carrying over 400,000 bus. of wheat apiece. Three U. S. boats arrived at these ports to take cargoes for winter storage, 2 to remain at Midland and one at Port Colborne thru the winter.

**Rapidly increasing** losses on branch lines has led the Boston & Maine railroad to propose discontinuing the use of more than 1,000 miles of track, and a method of obtaining \$13,000,000 cash for improving the lines maintained, according to Homer Loring, chairman of the Executive Com'te. Motor traffic has taken such a large part of the meager traffic on branch lines that of the 2,450 miles of road, over 1,000 miles handles only 3% of the total business. The Boston & Maine Transportation Co. has been organized to assist with motor trucks in carrying for the needs of communities affected by the discontinuance.

**Topeka, Kan.**—Sec'y Smiley, of the Kansas Grain Dealers Ass'n, reports that the commissioner appointed by the I. C. C. to take testimony regarding the reasonableness of existing coal rates from Colorado mines to points in Kansas and Nebraska has recommended that present rates are excessive and should be reduced. If the examiner's report is approved by the Commission coal handlers at the points involved will be entitled to reparations for the difference between the rate paid under the present tariff and the amended tariff, for a period of 21 years prior to any change. Sec'y Smiley urges members of his ass'n to gather together their copies of expense bills for the past 2 years and send them to him as he has arranged with Judge Reed to handle the claims. Judge Reed's compensation will be 50% of the amount recovered, he assuming all expenses incidental to prosecuting complaint.

**Immediate sale** of \$75 Class E vessels and the scrapping of a good portion of the 900 laid-up steel ships will be asked of the United States Shipping Board by Chairman O'Connor at an early meeting. "Some months ago I made a recommendation to the board that it proceed upon a scrapping program involving



me of the 900 laid-up steel vessels. It is my purpose to again have this matter called up for action of the board at an early meeting," said chairman O'Connor. "The upkeep of these boats is expensive. There is constant depreciation in property value. Of these vessels there are at least 400 which under the most liberal calculations are not required in the promotion and maintenance of the American merchant marine. Of this latter number at least half are not suitable for use even if they were repaired. In other words, we are spending a great amount of money annually in taking care of ships which will never be used in furtherance of the purposes of the board as laid down in Congress and which are actually a menace to their mere existence in fictitiously crediting the market with surplus vessels, and, therefore, affecting the sale of the balance.

**Sault Ste. Marie, Mich.**—During the canal season just closed the movement of wheat showed an increase over the previous year, the total being 289,722,607 bus.; compared with 2,985,776 bus. Grain other than wheat aggregated 165,476,906 bus., compared with 87,334,1 bus. in 1923.

## Largest Electric Locomotive Being Built.

A super electric locomotive is now under construction in the Highland Park, Detroit, plant of the Ford Motor Co., for use on the Detroit Irontrunk Railway, the latest addition to Ford's railway interests operating in conjunction with the Detroit, Toledo & Irontrunk Railroad. It embodies many new ideas in mechanical design. When completed the huge engine will be 117 feet long, 15 feet high, 10 feet wide and will weigh 340 tons. It will have 16 250-h.p. motors connected to 16 pairs of driving wheels and is designed to haul a train of over 150 loaded passenger cars.

Since it is designed for freight service exclusively its maximum speed will not exceed 35 miles an hour and its running speed will be only about 17 miles per hour.

The locomotive will carry its own converter station, which is one of the unique features. This makes unnecessary the establishment of sub-stations along the route, a present general practice on electric railroads. A regenerative braking system will enable it to develop electric power at any speed.

The Ford Motor Co. has designed and is building all the mechanical parts of the engine. The Westinghouse Electric & Manufacturing Co. is building the electrical equipment under the supervision of the designers. Electrification of the D. & I. will take 22,000 volts, 25 cycles, alternating current, a trolley voltage twice as high as has ever before been used in this country.

## Protein Test in Grain Grading.

In the last three years protein in wheat has played an increasingly important part in the merchandising of the commodity. Bakers have taken to demanding flour of certain definite protein content in the belief that with flour of standard strength of protein content more uniform and satisfactory bread can be made. Millers therefore buy wheat largely on the basis of its protein content as well as on the basis of its commercial grade. To determine the protein content of wheat necessitates the use of a highly technical chemical method and such costly apparatus. Requests have been made to the department for the incorporation of protein as a factor in Federal wheat grades, but the department does not believe this should be done. Country buyers could not determine the amount of protein in wheat offered by individual farmers for sale, and consequently could not reflect terminal market prices to farmers on a protein basis.

Wheat experts are able to judge the protein strength of wheat from the hardness and testosity of the kernels. That this index, which is incorporated in the Federal grades, furnishes in a general way a true measure of the protein content of wheat is borne out by the fact that wheat falling into the subclass "dark northern spring" brings several cents a bushel more on the market than does wheat falling into the subclass "northern spring."—Annual report of Sec'y of Agriculture.

## Grain Elevator Pits.

By J. F. YOUNGLOVE.

The telephone rings violently and we take down the receiver to hear again that oft repeated complaint,

"Our boot pan is leaking. What CAN we do?"

The only practical answer to that question is junk it, discard it, get rid of it, replace it with a waterproof, reinforced concrete boot pit of modern design. One that can be easily and thoroughly cleaned and kept clean without inconvenience or discomfort.

Some elevator owners seem to think that because they placed a steel pan in their pit thirty years ago it is still the most desirable device to keep the water out. Don't forget that the high cost of labor has made necessary many improvements in the mechanical handling of grain which fifteen years ago were unnecessary. The grain was cheap and if a lot of it was spoiled or spilled in the cistern under your elevator leg it didn't matter much, but in the present day of narrow margins and the high cost of both labor and grain, mechanical equipment that will reduce the handling cost, the waste and the spoilage is necessary.

The country grain dealer who is blest with a modern elevator that enables him to handle grain economically would laugh out loud if you were to ask him to replace his modern plant with an old style house. He knows of its real advantages and its influence on the annual statement.

Many changes have been tried and like the tile elevator have been discarded, but other of the real improvements are now being incorporated in every modern elevator by the up-to-date builders who are worthy of their hire. Of course we have some jacks-of-all-trades who are still incorporating obsolete discarded features which are expensive to install and even more expensive to maintain, and the elevator boot pit of 1870 is one that the old timers are still duplicating to the great cost of their patrons.

Men who have spent much time about country elevators have heard volumes of mean things said about the old style elevator pit, but they didn't hear half the story. Some of the very cheap builders have simply dug a hole in the ground and stuck the boot in it without even the temporary protection of a steel boot pan, but it is concealed and no one but the operator knows of his dirty troubles during the rainy season. When his ambition to operate the leg gets the better of his discretion, he stands on his head and attempts to get the rotten mash out of the pan. Usually these pans are so narrow they will barely permit the boot and leg to get down into place, so that it is always necessary to dig the hole first and push the pan down into it before starting to build the elevator.

Some leaking pans we have been called upon to repair were standing in six feet of water and if the pan was not attached to the building no doubt it would have floated to the top. The water pressure bends in the sides of the pan and springs the joints with the result that the elevator operator has a cistern which attracts water instead of keeping it away from the boot. I have seen steel pans that were wrecked or at least made worthless in shipping or in placing, and of course they leaked at the start.

I have known of cases where these leaking pans were filled about with concrete and

when the pan buckled the grain leaked in between the concrete and the pan and the prohibition inspectors who visited the plant insisted that the operator was maintaining a moonshine still. This mash helps to rust out the pan with the result that many thoughtless dealers order another one and send for a millwright to install it.

Another disadvantage of any of the old time boot pans was that they were built of too light material and would not stand rough handling so they were never waterproof. Some engineers maintain that where alkali is found in the water seeping in about the boot the deterioration of the steel is hastened.

We discontinued the use of steel boot pans ten years ago because they made so much trouble. Now we build only reinforced concrete boot pans, make them waterproof, everlasting, and so large that even a fat man can easily and comfortably inspect his boot or clean up about it. We have installed reinforced concrete pans in quicksand, in the beds of creeks, and in soil where springs were in evidence, yet we have experienced no difficulty in keeping the water out. We use cement, sand, gravel and steel and all of our pits so constructed have improved with age and always kept the boot dry.

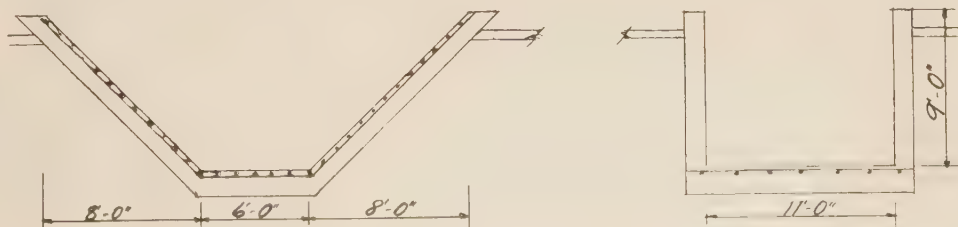
Most of our concrete pans are wide, high and accessible. Many of them are as wide as the work floor and we put windows on the track side so that one can always see to get about without artificial light. It is easy to keep them clean and free from grain and dirt. At very few points would they cost as much as the obsolete steel boot pan, and at most points they would cost much less. What is more if the elevator owner ever did desire to replace a concrete boot pit it would not be necessary to wreck the elevator in order to get it in.

Elevator operators who enjoy having the boot pan full of rotting grain will continue to get along with this discard of the last century, but the elevator man who wants an accessible elevator boot, one that he can conveniently keep clean and oil it without standing on his head, he will install a modern reinforced concrete boot pan that is a credit to every builder of up-to-date elevators.

Many hundreds of bushels of good grain have been sacrificed to water in the boot, but the value of grain forty years ago was so low it did not worry the elevator man much except when he found that he had spouted a lot of water into the car with his grain. Then he was cross because the whole lot might get hot before it reached destination.

At present day values no progressive grain elevator operator will tolerate any device around the plant that is sure to contribute to his loss account, so the cheaply constructed lightweight steel boot pan of the 70's is rapidly being discarded and greatly to the credit of the progressive elevator builders.

Zirbel Bros. have invented a 2-row corn husker with a Ford engine furnishing the power to do the husking. With it they can pick and husk 14 four box wagon loads per day. The machine is drawn by 5 horses. Two men take care of the corn. Zirbel Bros. have applied for a patent on the machine. The machine will work every day at the same cost and keep the cost down to a figure which will encourage the production of corn.



Waterproof Reinforced Concrete Boot Pans.



## Feedstuffs

**Bellaire, O.**—Carter Bros., dealing in flour and feed, have gone out of business.

**Decatur, Ind.**—Gilbert Strickler has incorporated the Decatur Flour & Feed Co.

**Goliad, Tex.**—The feed mill of E. F. Davis was almost totally destroyed by fire recently.

**Portland, Mich.**—The Portland Elevator Co. has added a feed department to its business.

**Toms River, N. J.**—The United Feed Co. has completed extensive improvements to its plant here.

**St. Louis, Mo.**—Burglars entered the office of the J. C. Roovers Feed & Milling Co. recently and escaped with \$400.

**Washington, D. C.**—Final estimate on cottonseed production for 1924 is 5,840,000 tons. —U. S. Department of Agriculture.

**St. Boniface, Man.**—A new feed grinding plant is being opened here by the Red River Grain Co. H. Kavener is in charge.

**Chicago, Ill.**—Every well known brand of poultry feed was on exhibit at the Coliseum during the poultry show, held here recently.

**Columbus, O.**—Harvey N. Pinnick and Albert C. Smith have formed a partnership to conduct a flour and feed brokerage business.

**Port Angeles, Wash.**—Clallam Grain Co. is the name by which the former Hauptly Feed Co. is now known. A. S. Marler is manager.

**Lenoir, N. C.**—W. L. Caldwell, J. M. Ramsey and G. C. McGimsey have incorporated the City Flour & Feed Co. with \$10,000 capital stock.

**Amarillo, Tex.**—The Amarillo Feed & Seed Co. has been incorporated by W. H. Fuqua, H. E. Fuqua and C. B. Cozart with \$50,000 capital stock.

**Norfolk, Va.**—The Seaboard Feed & Fuel Corp. has been incorporated here with \$50,000 capital stock. J. G. Hardison is pres. and D. G. Grubbs, sec'y.

**Shamrock, Tex.**—The Cotton By-Products Feed & Milling Co. has been incorporated by H. D. Craig, Joseph Mideke, Jr., and others, with \$10,000 capital stock.

**San Francisco, Cal.**—San Francisco received 425 tons of bran during November, compared with 885 tons during November, 1923.—J. J. Sullivan, chief inspector.

**Minneapolis, Minn.**—E. L. Phelps & Co. have opened a millfeed office under the management of Rudolph Opsal, formerly connected with Opsal-Flemming Co. The later concern has discontinued business.

**Norwich, N. Y.**—We have discontinued our retail grain business, but are continuing with the manufacture of poultry feeds as well as the mixed car business.—W. E. Eaton, treas., R. D. Eaton Grain & Feed Co.

**Pueblo, Colo.**—Alfalfa is of exceptionally fine quality and prices are high. Growers are getting from \$15 to \$16.50 a ton at the track. Mills are heavy buyers. Lots of alfalfa is going to Texas and Louisiana.—Geo. Kapp.

**Binghamton, N. Y.**—The Southern Tier Feed & Grain Co. has discontinued business and Seward M. Clark, the proprietor, has turned the affairs of the business over to H. C. Goldsmith, Binghamton attorney. Business reverses are given as the cause.

**Portland, Ore.**—Feeders here have found that sawdust possesses nutritive qualities and that when fed to cattle and horses up to 30% of the total of all feeds, the animals have shown gains in weight from 25 to 30 pounds in one month and cows have shown gains in milk production of 12%.

**Jefferson Junction, Wis.**—Fire-raged thru the feed plant of the Ladish-Stoppenbach Co. on Dec. 18. Edward Bienfang, plant manager, estimated the loss at between \$250,000 and \$300,000, the 3-story brick and wood mill structure and its stores and machinery being wrecked. About 80% of the damage was covered by insurance. The concern will rebuild as soon as possible.

**Kansas City, Mo.**—The Springer Millfeed Co. has been organized by I. M. Springer, who will be general manager, to take over the Kansas City branch of the I. S. Joseph Co., Minneapolis, and will do a jobbing business in millfeeds exclusively. Contracts of the I. S. Joseph Co. are being fulfilled before that concern entirely withdraws from the territory.

**Boise, Ida.**—D. B. Mackie, entomologist of the Department of Agriculture, and A. C. Fleury, quarantine officer of Idaho, are making an investigation with a view to modifying the quarantine maintained by California against the importation of alfalfa meal from Idaho. It is hoped they will find it possible to open up the market for the Idaho product.

**Seymour, Ind.**—The Blish Milling Co. has engaged in the manufacture of stock and poultry feeds in the Woodstock Mills, which the concern purchased from the Enos Elevator Co. recently. The Woodstock Mills have been overhauled and most of the units are now ready to start grinding out the feed products. Considerable new equipment has been purchased to fit them for manufacturing the new line.

**Changing the duty on imports of feedstuffs from 15%, according to value, to 7½%, was made effective Mar. 22 last. Since then importations have greatly exceeded importations for corresponding months last year. Imports for April to October, 1924, amounted to 118,007 tons, compared with 59,520 tons for the same months of 1923. The value of these imports is \$2,439,691 compared with \$1,415,652 for the corresponding months last year.**

**Milwaukee, Wis.**—Charles A. Keller, 60, flour and feed dealer and widely known in the grain trade of Milwaukee and Wisconsin, died suddenly Dec. 19. He had been suffering from heart trouble and indigestion. Mr. Keller came to this country from Germany when but a small boy and grew up in the flour and feed business conducted by his father. For many years he has been a member of the Chamber of Commerce. He is survived by Rose Keller, his widow, Anna Thalman, a daughter, and Wm. C. Keller, his son.

**Monmouth, Ill.**—Alleging he furnished \$1,400 capital, while J. C. Campbell added an equal amount of goods, in forming a partnership named the Monmouth Feed & Supply Co., dealing in feeds, coal, poultry and dairy products, J. L. Livingston has filed a bill for dissolution of the partnership. He alleges that since the partnership was formed, Mar. 27, 1924, he has repeatedly asked for an accounting and that the books be balanced, but his requests were not complied with. An injunction to restrain Campbell from collecting or receiving debts due the partnership is also asked.

**Under normal conditions** oats are fed on the farm for the maintenance of animal vigor rather than for the production of meats or fats, horses using more than two-thirds of the total. This use is constant, representing necessary vigor for work animals and the physical development of young stock. Flexibility lies in the possibilities of substitution of some other food of similar body and vigor building character. Corn is the only other practical food answering the requirements. Farmers use the following percentages of the total corn crop for feeding purposes on the farm: Horses, 27%; cattle, 18%; hogs, 26.8%; sheep, 3.4%; poultry, 3.6%; total, 78.8%.

## Feed Ass'n Being Formed in California

Feed dealers from various parts of California met in the Hotel Hughson, Modesto, Cal. at noon on Dec. 6 to organize a state ass'n of feed dealers. A temporary organization, with Henry G. Turner, of the Grange Co., Modesto, elected chairman, was created.

Directors elected were: D. M. McCauld, C. E. Berringer and A. W. Scott, San Francisco; Gail McDonald, Los Angeles; Arlo Turner, Modesto; L. V. Corvell, Petaluma and G. W. Furman, Santa Barbara.

Los Angeles, Salinas Valley, San Jose, Pleasanton, Stockton, Bakersfield, San Francisco, Sacramento, Petaluma and Modesto territories were represented at the meeting.

## Proposal of G. D. N. A. to Arbitrate Feed Disputes.

Charles G. Wehmann, sec'y of the United States Feed Distributors Ass'n, has submitted a proposal to the membership of that organization that the arbitration committee be abandoned and all arbitrations placed with the feed arbitration committee of the Grain Dealers National Ass'n, with which the organization is affiliated. His bulletin says:

At this time I wish to submit for your approval an amendment to provide that inasmuch as our ass'n is affiliated with the Grain Dealers' National Ass'n, the arbitration and appeals committees of the latter shall function in place of our committees. This arrangement is for the purpose of eliminating duplication of function and to facilitate the handling of such cases as come before the United States Feed Distributors' Ass'n for arbitration. The Grain Dealers' National Ass'n arbitration committee is composed of three members instead of the seven which compose that of our ass'n, and this in itself will assure quicker handling of cases. Our bylaws provide that such amendments be submitted to a vote of the members and unless, therefore, I receive a dissenting vote on the amendment from members by Jan. 1, 1925, I shall assume that you are in favor of the amendment. Inasmuch as arbitration is one of our important functions, your secretary wishes to remove all previous ground for complaint as to slowness in handling by securing passage of this amendment.

## Will Investigate Cost of Distribution

A project for bringing together retail, wholesale and manufacturing interests of the United States in an effort to cut down the costs of distributing the wide array of articles for which the general public as the ultimate consumer, pays has been announced by the Chamber of Commerce of the United States.

A conference of representatives of the three branches of merchandising activity will be held in Washington early in January under the auspices of the Department of Domestic Distribution of the National Chamber. It will consider the problem of distribution, compounded of all the factors that enter into the spread of the price of an article on its way from producer to consumer, and will formulate a program of investigation to be carried on by representative committees of businessmen and economists.

The recommendations of these committees each dealing with a different phase of the inquiry, will form the basis of discussion at a final conference representing all branches of commercial activity involved in distribution and a definite course of action to reduce the costs, which necessarily enter into prices, will it is hoped, be evolved.

**Mound ants** in the alfalfa fields of Sedgewick County, Kan., are being destroyed by poison gas. Some cases report having found as many as 60 mounds in a 10-acre field. Why not feed them to the pool promoters?

**Bound for Gibraltar** with a cargo of wheat from Vancouver, B. C., the steamer Ang Egyptian struck the east bank of the Panama canal at Lapita point. Part of the wheat was ruined by water and the remainder is being unloaded into canal barges. The steamer beached at Gamboa, and will be returned to Balboa for repairs.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Helena, Ark.—Work of tearing down the burned elvtr. of the Ellis-Gimmel-Love plant well under way, preparatory to building another plant. The new house will be of the same capacity.

## CALIFORNIA

El Cajon, Cal.—The Santee Supply Co. has been established by John L. and Harold Bacon to handle grain, seed and poultry supplies.

Los Angeles, Cal.—About the first of the year the Thomas Mlg. Co. will rebuild its plant that was completely destroyed by fire early this month. The loss was covered by insurance.

San Jose, Cal.—Walter Sheldon committed suicide early this month, supposedly on account of financial difficulties. He was a retired grain merchant of this place and prominent in the barley trade.

## CANADA

Clandebye, Ont.—The W. Skinner elvtr. was damaged at a loss of \$20,000 recently.

Orkney, Sask.—A new elvtr. is being built here by the Saskatchewan Co-op. Elvtr. Co., Ltd.

Kirkaldy, Sask.—Fire destroyed the elvtr. belonging to the Canada Flour Mill Co. recently.

Calgary, Alta.—R. D. Purdy has been appointed mgr. of the Alberta wheat pool. He has't mgr. of the Bank of Montreal.

Vancouver, B. C.—Unfortunately the very first day the Spillers, Ltd., operated its new elvtr. one of the workman was removed to the infirmary for injuries.

Prince Rupert, B. C.—Tenders are to be called for immediately for the erection of a 125,000-bu. terminal for the government department of Trade and Commerce to be built here.

Regina, Sask.—The Hon. J. A. Maharg, J. Musselman, W. G. Mills and S. G. Lothian were returned to the offices of pres., v-pres., sec'y and treas. by the new board of the Saskatchewan Co-op. Elvtr. Co.

Vancouver, B. C.—W. A. Henderson is superintendent of the Spillers, Ltd., terminal elvtr. here. He was formerly with the Robin Hood Mills. The terminal is being operated as a public elvtr. this season.

Winnipeg, Man.—The directors of the Manitoba Co-op. Wheat Producers unanimously favored a coarse grain pool and proposed marketing facilities be acquired for the disposition of oats, barley, flaxseed and rye.

Owen Sound, Ont.—At an election the first of the year the taxpayers here will vote on a million-bushel grain elvtr. project to be located on Lake Huron. Local capital is expected to purchase the terminal after it is erected. The stock of \$50,000 has already been subscribed. The plant is to cost \$450,000.

Calgary, Alta.—The dead bodies of C. Kenneth Low and Percy T. Brearley, apparently suffocated by escaping furnace fumes, were discovered at the home of the former Dec. 5. Mr. Low was traveling superintendent for the Alberta Pacific Grain Co. and Mr. Brearley was connected with the same concern, formerly an elvtr. agent at Rose Lynn, Alta.

Vancouver, B. C.—Hon. Dr. King, Minister of Public Works, has been consulting with the Vancouver Harbor Commission and the Dominion Board of Grain Commissioners with regard to the requirement by the Department of Trade and Commerce that Elvtr. No. 2, just completed, required a license before weighing would be granted. The Department of Marine feels that no license should be required as none is required for the operation of the Montreal elvtrs.

Winnipeg, Man.—Samuel P. Clark, 66, one of the pioneer members of the Winnipeg Grain Exchange, died on the evening of Dec. 15. Unfortunately, Mr. Clark has been fast failing in health for the past several months. He was a senior partner of the grain brokerage firm of Clark & Martin. Diabetes and complications are the cause. Mr. Clark started with a cash grain business in his own name. With Nicholas Bawlf and G. R. Crowe he later established the Northern Elvtr. Co., in which he was active in the managerial end until fourteen years ago. On the retirement of Mr. O'Brien from the firm of O'Brien & Martin in 1912, he became a partner. Mr. Clark has served on the Com'te on Appeals this year and several times before that on the council of the Grain Exchange.

## COLORADO

Flagler, Colo.—The Flagler Equity & Co-op. Ass'n mill was damaged by fire earlier this month. A "short" in the motor located in the cupola is given as the cause. Four carloads of stored wheat were watersoaked and could not be moved as the machinery was all out of order. Work has commenced on the building. The loss was partially covered.

## ILLINOIS

Pierron, Ill.—To handle grain, coal and dairy feed, Victor and Edgar Essenpries are erecting a building here.

Ransom, Ill.—I have succeeded H. A. Schade-waldt as mgr. of the Farmers Elvtr. Co. here. —C. W. Willman.

Stillwell, Ill.—The Farmers Union Grain Elvtr. Co.'s elvtr. here will be sold at auction. It is the only one here.

Dwight, Ill.—Philip H. Schifflin & Co. recently opened a direct private wire office with J. F. Grenman in charge.

Rantoul, Ill.—J. R. Harmon is mgr. of the Tomlinson Co-op. Grain Co. now. J. Barton formerly held this position.

Hindsboro, Ill.—The chaff house of J. Crawford & Son was where Harvey Farrier, 60, became suffocated last month.

Cambridge, Ill.—A 10-ton type registering beam scale has been installed by the Kellogg & Powers Grain & Elvtr. Co.

Emery, Ill.—Alonzo M. Thrift, for several years a grain dealer at the elvtr. he erected here, died Dec. 6 at Macon, Mo.

Marley (Mokena p. o.), Ill.—I now own and operate the elvtr. here formerly belonging to the late Alex Harley.—Louis F. Sass.

Flanagan, Ill.—John Sherry, for 25 years grain buyer at this point, died here Nov. 28. He had been an invalid for the past two years. He retired but three years ago from the business in which he was engaged with his brother Francis.

East St. Louis, Ill.—The warehouse of the Corno Mills Co. was damaged by fire caused from spontaneous combustion at a loss of \$1,200 here recently.

Neelyville, Ill.—I am operating this 10,000-bu. elvtr. now, having bought same from the Farmers Grain & Supply Co. It is the only one here.—C. F. Cordes.

Springfield, Ill.—R. B. Lancaster is now the mgr. of the Elvtr. Mlg. Co. L. De Burger is sales mgr. The former has been in the corn milling business at Louisville.

Findlay, Ill.—A large force of men are repairing and rebuilding the first story of the old mill building which was burned during the last part of October at a loss of \$25,000.

Roseville, Ill.—I have recently installed a Kewanee Truck Lift in my elvtr. which serves two legs. Have also rebuilt and reinforced driveway and approaches.—Isaac C. Pratt.

Lynn Center, Ill.—Am considering replacing the flat bottom of my silo-block round tank used for oats storage with a hopper bottom. Will probably install a truck dump also.—N. H. Swanson.

Walker, Ill.—The Andrews Grain Co. has been incorporated with a capital stock of \$50,000 to do a public grain warehousing and grain elvtr. business. The incorporators are M. C., M. H., and Homer Andrews.

Lake Fork, Ill.—S. S. Tanner recently addressed the officers, board, and members at our annual meeting. Also had several good short talks by others.—C. F. Scott, mgr., Lake Fork Farmers Co-op. Elvtr. Co.

Rockford, Ill.—The Coppins & Lange Flour & Feed Co.'s mill was slightly damaged by fire recently. (The following has just been received: "Everything O. K. here now. Thanks!") —Coppins & Lange Flour & Feed Co.)

Villa Grove, Ill.—Zeke Dilworth will leave his position as mgr. of the Farmers Elvtr. Co. at Fairland to accept a similar one with a company of identical name here. G. L. Barrick will continue to manage the house here until Jan. 1 when the change will take place.

Joliet, Ill.—Fire broke out in the attic of the Truby Grain, Feed & Coal Co.'s offices shortly before opening hours Dec. 8. The furniture and walls and ceilings were scorched. The damage was traceable to defective wiring only. The office is attached to the company's elvtr.

Cairo, Ill.—Our office is now in the Board of Trade building. This office takes the place of the one that burned along with the hay warehouse the first part of November. Our elvtr. was not damaged as concrete tanks were between it and the warehouse.—Hastings Stout Co.

Ophiom, Ill.—We have just completed a new office building 16x24 ft., shingled and sided with asphalt with wallboard inside. We are making room for some builder's hardware to be added to our other lines. Have also installed a new Fairbanks 10-ton Wagon and Truck Scale.—Ophiom Grain Co.

Sutter Siding (Mackinaw p. o.), Ill.—David Bender, former mgr. of the Farmers Grain Co., was one of the purchasers of the 20,000-bu. elvtr., stock, equipment, and other buildings of his former employing company, at sale which netted \$9,000. The implement warehouse is 140x24 ft. The other present owners are Jacob Appenzeller, Geo. Bender, Raymond Peine and Albert J. Brennermann. The business will be continued by them.

Springfield, Ill.—The Illinois Mlg. & Elvtr. Co. has been granted a charter to deal in grain, operate elvtrs., warehouses and mills. The capital stock is \$200,000, which has been paid in. The incorporators are: M. J. Riedel, J. G. Clemmons, J. T. Sutliff, G. J. Bronaugh, A. E. and C. M. McKenzie. The company owns one flour mill, two grain elvtrs. and two grain warehouses at Virden, and one flour mill, one corn elvtr., one corn crib and warehouse and one hay warehouse at Taylorville.



Galton, Ill.—Fred E. Rose will manage the elvtr. reported taken over by J. E. Collins & Son from F. W. DeHart in the last number of the Journal.

Maxwell, Ill.—The Central Illinois Grain Co.'s elvtr. here went up in smoke Dec. 9 at a loss of \$30,000, evenly divided on contents and building value. A dust explosion caused by a spark from the engine that operated the elvtr. is attributed as the origin of the flame. Two horses and the wagon to which they were hitched and two box cars also went up in the conflagration. The mgr., W. L. Watkins, the owner of the team that were later burned, and several workmen were in the elvtr. when the first explosion occurred. They rushed out just in time to avoid the shock of the second explosion. The blazing roof caved in immediately thereafter, barely missing pinning these men beneath it. Mr. Watkins had been feeding corn into the drag that led to the sheller. This same corn added to the heat of the flame. Full insurance coverage was carried on the grain, tho only partial protection was held on the structure. The probability of rebuilding depends entirely upon the question of future operation of the C. P. & St. L. R. R. Should such operation be certain this plant will be rebuilt, otherwise a temporary structure for the remaining season's crop will suffice.

#### CHICAGO NOTES.

William Simons had his skull fractured in an automobile accident. He is recovering.

The Whole Grain Wheat Co. has purchased a one-story factory building at a cost of \$56,000.

Karl H. Rehnberg, vice-pres. of the Cedar Rapids (Ia.) National Bank, assumed his duties as mgr. of the newly organized cotton clearing house here Dec. 15.

The brokerage office of Weightman & Neafus was the scene of a robbery after closing hours nearly two weeks ago. The clerks were robbed of \$500, their pay for the week, and locked in the vault.

Robert McDougal has been appointed national councilor for the Chicago Board of Trade and a member of the United States Chamber of Commerce representing the Board. He is a former president of the Board of Trade.

The Columbia Malting Co. is operating a public elvtr. We have installed a Monitor Oats Clipper, an Ellis Bleacher, and five cleaners and a drier to handle all kinds of grain. The capacity of the house is 900,000 bus.—Martin Schultz, supt.

Charles Ashley Weare, 72, for many years a prominent member of the Board of Trade, a brother of Portus B. Weare and partner in the old firm of P. B. Weare & Co., died at his home of retirement in Boston. He was one of the first prospectors in Alaska.

The following independent candidates for directors of the Board of Trade are mentioned in petitions turned in by members thereof. Louis Brosseau, E. W. Schaack, E. W. McKenna, and F. G. Miley. Mr. Brosseau is one of the retiring directors as was reported in the last number.

The LeBeau Grain Co. will go out of business the first of the year and the business will be done thru the Faroll Grain Co., which has just been incorporated for \$50,000, to deal in grain, provisions and merchandise, by Joseph and Barnett Faroll and Geo. J. LeBeau. Faroll Bros. will continue dealing in futures.

#### INDIANA

Lafayette, Ind.—I have disposed of all of my grain interests.—W. B. Foresman.

La Crosse, Ind.—John H. Zink of Francesville has been made mgr. of the Farmers Elvtr. Co. here.

Windfall, Ind.—John W. Pugh is now mgr. for us succeeding A. D. Doggett.—Ed. Trimble, sec'y, Farmers Grain & Supply Co.

North Manchester, Ind.—Claude Frey and Verna Ulrey have purchased the interest of Joseph Bonner in the Ulrey Mill & Supply Co.

Evansville, Ind.—Five members of the fire department were injured when caught beneath a falling stack of burning hay at the Harper Grain Co.'s plant.

Upland, Ind.—An electric driven feed mill has been installed in the plant of the Cotterman Grain & Flour Co. of Dunkirk. The plant was purchased of W. W. Pearson.

Waldron, Ind.—The Federated Cereal Mills of America, Unit No. 279, has been incorporated with a capital stock of \$5,000, to manufacture cereal products, flour, etc.

Topeka, Ind.—W. E. Hall, 50, agt. for Nathan & Wolf Co., was found dead in bed late last month. He had not been to work for three days and neighbors became alarmed.

South Bend, Ind.—E. K. Sowash has been spending some time at the Washington Park Hospital in Chicago where he has been treated for diabetes. His many friends in the trade will be glad to know that he is rapidly improving.

Peru, Ind.—The receiver for the Hugh McCaffrey & Co. and its three subsidiaries has filed a complaint for a receiver for the Peru Mfg. Co., of which McCaffrey and John C. Hite are the owners. The latter, a well known grain man and a former pres. of the state ass'n, is solvent. The elvtr. has 40,000 bus. and the mill 150 bbls. capacity.

Indianapolis, Ind.—Fred G. Horner, pres. of the Grain Dealers National Ass'n, is to be one of the principal speakers at the annual meeting of the Indiana Grain Dealers Ass'n to be held here Jan. 15 and 16. Other speakers will include Raymond C. Morgan, James P. Goodrich, J. H. Armstrong, C. O. Ross, P. E. Goodrich and I. L. Miller. Sec'y Chas. B. Riley also announces a large banquet the evening of Jan. 15. The first session starts at 1:30 that same afternoon in the Board of Trade building.

Brook, Ind.—The fuel room, engine room and cob house of the Lyons, Rich & Light elvtr. burned and were totally destroyed by fire on Dec. 5. Within 15 ft. of these raging flames the elvtr. stood, but it fortunately was spared ruination thru the timely arrival of the fire department. Spontaneous combustion in the cob house is the only possible cause of the flame as the boiler had not been under pressure for several days and the weather was extremely wet.

Oaktown, Ind.—Roy Clodfelder was found guilty of grand larceny by a jury in the circuit court at Vincennes, Dec. 22, and will have to serve 2 to 14 years in prison. Notes stolen from Mrs. Jessie Bond were found in Clodfelder's office after an alleged hold-up of Mrs. Bond and Clodfelder, who was driving along the road with Mrs. Bond to get the \$8,000 to pay off the amount owed by Clodfelder on these notes. Some years before Clodfelder had given her these notes in payment for the elvtr. inherited from her husband. Several mysterious fires occurring in towns where Clodfelder did business were reported in the Journal, Oct. 10, page 492.

Poneto, Ind.—The receivership suit of a farmer against the Poneto Elvtr. Co. has been dismissed and the property placed in the hands of the directors for disposition. The company plans to pay all creditors in full. Inability to secure cars for shipment of grain on a favorable market in 1920 cost the company \$23,000, making necessary the assumption of indebtedness to the extent of \$39,000, just \$8,810.65 more in liabilities than present assets. Steps had already been taken to dissolve the corporation previous to the filing of the mentioned suit. Indorsers of notes claim to be ready to purchase the assets of the corporation and bid therefor a sum of money sufficient to pay all indebtedness without loss to any creditor, but will not purchase or redeem the capital stock. On these grounds the appointment of a receiver was denied.

Burket, Ind.—William Shaffer has been appointed receiver for the Burket Equity Unit here and has been authorized to sell the property. The elvtr. is valued at \$20,000. The action was taken in a suit for dissolution of a receiver.

Silver Lake, Ind.—J. C. Grubb of Fredericktown, Ohio, has purchased the Silver Lake Elvtr. of J. E. Gall, and will take charge of the business Jan. 1. Mr. Gall bought the elvtr. of the receiver for the Farmers Elvtr. Co. last spring. Previous to that it was owned by Kinsey Bros.

Sandborn, Ind.—A. B. Crane and R. R. Simer have erected a temporary elvtr. on the mill site here. An engine, a corn sheller, a loader, and a large wire corn crib with several thousand bushels capacity, comprise the new elvtr. equipment. It is presumed they will come more established as time goes on.

#### IOWA

Pleasantville, Ia.—The 15,000-bu. elvtr. practically completed. The old house has been wrecked.—Stewart & Co.

Paton, Ia.—An electric motor is being stalled to operate the machinery in the Cla Brown Grain Co.'s elvtr.

Orange City, Ia.—The mgr. of the Quaker Oats Co.'s elvtr. here, Mr. Logan, has given his position and will leave soon.

Fort Dodge, Ia.—The Farmers Grain Dealers Ass'n will meet here Jan. 20, 21 and 22 according to J. P. Larson, sec'y.

Storm Lake, Ia.—George Burmeister, mgr. of the Farmers Elvtr., had his hand badly cut in a corn tester twelve days ago.

Conesville, Ia.—The McKee Grain Co. has installed a radio receiving set at its offices for the purpose of getting the latest markets.

Radcliffe, Ia.—At auction the properties of the Radcliffe Grain Co. were disposed of, and the corporate existence of the company terminated.

Eldridge, Ia.—A co-operative livestock shipping company will be operated in connection with the Farmers Elvtr. Co.'s elvtr. here.—V. H. Kuehl, mgr.

Denhart, Ia.—We are installing two Lift Belt Silent Chain Drives in our elvtr. Walter E. Barton is superintending the work.—Dawson Bros. & Gentry.

Dumont, Ia.—The Farmers Inc. Co-op. Society has re-organized and will henceforth be known as the Farmers Grain Co. Its capital stock has also been increased.

Packwood, Ia.—While picking some corn under the corn elvtr. Cecil Nelson's mitt caught in the chain and drew his hand into the machinery, badly mangle his fingers.

Algona, Ia.—Henry W. Pletch, a partner in the firm of Stotts-Pletch Grain Co., and formerly mgr. of the Henry Rang Grain Co. offices, married Helen Falkenhainer at Mankato, Minn., Dec. 7.

Remsen, Ia.—Car unloading equipment has been installed by the Farmers Elvtr. Co. due to the shortage of corn this season. Mgr. C. A. Null states that there is some good corn being held, but the poor corn available for feeding has necessitated this installation.

## KANSAS CORN

WIRE US FOR PRICES DELIVERED

Goffe & Carkener, Inc.  
GRAIN MERCHANTS

Kansas City, Mo.

Write Us for Daily Card Quotations



Fort Dodge, Ia.—After having been closed over four years the Quaker Oats Co.'s plant here is to be reconditioned and re-equipped. R. G. Laird will become the operating mgr. after completion of alterations.

Olds, Ia.—We have installed a J. B. hammer mill with a 40-h.p. motor to operate. Are doing a custom grinding business. A Fairbanks 10-ton Scale was also put in.—G. R. DeFarman, mgr., Farmers Elvtr. Co.

Toledo, Ia.—The question of dissolution of the Toledo Farmers Elvtr. Co. was the subject of discussion among the stockholders Dec. 13. The corporation has been dormant since the disposition of its properties to the Mesquakie Mlg. Co. nearly a year ago.

Spencer, Ia.—A branch has been established here by the J. C. Shaffer Grain Co., Chicago, with direct connections with Chicago, New York, St. Louis and the Peoria offices. B. L. Nutting, connected with Philip H. Schiffin & Co.'s former offices here, is now mgr. for the former firm.

Hospers, Ia.—Klein Bros. Grain Co. now have two elvtrs. here having purchased the 0,000-bu. house formerly operated by Hubbard & Palmer of Mankato, Minn. It will be run in connection with the old Klein Bros 30,000-bu. house by Mgr. Alex Klein. The latter company operates elvtrs. at Alton and Inwood also.

Wallingford, Ia.—The Farmers Elvtr. which was recently sold at public auction and bid in by fourteen members, as reported in the last number of the Journal, for \$8,000, will be in operation as soon as the necessary funds are forthcoming. A new corporation will be formed. Geo. McAdams is managing the plant.

## KANSAS

Talmage, Kan.—The Borin Grain Co.'s elvtr. closed indefinitely.—X.

Wellington, Kan.—J. H. Carr is now sec'y-treas. of the Hunter Mlg. Co.

Republic, Kan.—I have bought the elvtr. here and will continue to operate it.—E. E. McClure.

Goodland, Kan.—An 8,000-bu. capacity farm elvtr. has been erected on the Kuhrt property here.

Oswego, Kan.—Chris Wolf dropped dead at his work with the Pearl Roller Mills here recently.

Maize, Kan.—A charter has been granted to Maize Grain & Supply Co.; capital stock, 7,500.

Shipton, Kan.—Recently windstorm slightly damaged the elvtr. of the Shellabarger Mill & Elvtr. Co.

Garfield, Kan.—G. W. Shell of Garden City has purchased the Abrahamson Mill & Elvtr. Co.'s elvtr.

Hugoton, Kan.—Roy Pratt, who recently sold his elvtr. at Harper to Clark Bundg of Wichita, has moved here.

La Crosse, Kan.—The property of the La Crosse Mlg. & Grain Co. has been sold, the litigation having been settled.

Seneca, Kan.—Jack Jorden is assisting Ed Hollowell in operating the elvtr. leased from the Farmers Union Elvtr. Co.

Bluff City, Kan.—Our elvtr. was not damaged by wind nor was there any flood here.—J. W. Cinton, mgr., Red Star Mlg. Co.

Moran, Kan.—The switch track alongside the Pereau Grain Co.'s elvtr. has been raised to help in moving loaded cars away from the chute.

Clayton, Kan.—The new 22,000-bu. elvtr. being built here for the C. E. Robinson Elvtr. Co. well under construction.—W. T. Hendrickson, mgr.

Marietta, Kan.—Our elvtr. "A" is in working order and we are doing business despite the destructive fire loss of elvtr. "B." Will probably rebuild in the spring.—H. R. Howell, mgr., Marietta Stock & Grain Co.

Moundridge, Kan.—The Moundridge Mlg. Co. plan the erection of additional steel storage tanks with a capacity in the vicinity of 80,000 bus.

Hackney, Kan.—Geo. McGinn now manages both elvtrs. for the Hackney Farmers Union, one here and one at Tresham.—C. R. Holthy, A. C. Mlg. Co.

Salina, Kan.—The J. E. Bennett & Co.'s private wire has been removed from the office of John Hayes Grain Co. The commission firm operated here during the busy season.

Topeka, Kan.—The mode of disposal of the property of the Shawnee Mlg. Co. was taken up at the creditors' meeting held here Dec. 22. The company operated the mill and elvtr. until the fall of 1923 and was declared bankrupt Nov. 25 of this year.

Humboldt, Kan.—A modern 16,000-bu. elvtr. with over 4,000 ft. of floor space for warehousing has been completed by A. F. Roberts for the Humboldt Elvtr. Mills. C. D. Drake is mgr. and part owner of this firm. The old house burned last May.

Thayer, Kan.—George Bros. of Earlton have purchased the properties and business of the Thayer Grain Co. and will continue operation. The death of Owen H. McNulty, the treas. and general manager, was reported in the Sept. 10 number of the Journal.

DeSoto, Kan.—C. E. Sheldon has let contract to A. F. Roberts for a modern 10,000-bu. elvtr. to be built here. The equipment will include a J. B. Grinder, 25-h.p. Fairbanks-Morse Engine, Fairbanks Automatic Scale, Fairbanks 10-ton Wagon Scale and Sheller.

McPherson, Kan.—C. A. Hiebert narrowly escaped tragic injuries when he lost his footing while riding on a manlift in the Wall-Rogalsky Mlg. Co.'s plant where he is general mgr. As it was he fell head first from his perilous position but luckily caught himself in time to save his neck.

Stillwell, Kan.—We have sold our 20,000-bu. cribbed elvtr. here to Buford U. Kirby Grain Co. They have taken full possession of the plant. We will not stay in the grain business here any longer. There is only the one elvtr. here.—Farmers Elvtr. Co. (Mr. Kirby formerly operated at Bucyrus.)

Riverdale, Kan.—Fire has destroyed the Farmers Elvtr. here. This was a 15,000-bu. steel clad wheat elvtr. and was one of seven belonging to the defunct Sumner County Farmers Ass'n. H. E. Pratt, the mgr., continued to operate the plant. About 3,000 bus. of grain were stored in the house when it burned.—I. D. Allison, Wichita.

Centralia, Kan.—Locomotive sparks are credited with having started the fire that completely destroyed the elvtr. of C. E. Drum on Dec. 3. The fire occurred between 1 and 2 o'clock in the morning. Some 2,000 bus. of corn, 1,000 bus. of wheat and a large quantity of oats were burned. Insurance on the plant and contents was only partial.

Topeka, Kan.—During the coming session of the Kansas Legislature an attempt is to be made to lower the fees on inspection and weighing of grain from \$1 to 60c. When the capital belonging to the State Grain Inspection Department, known as the "revolving fund," reaches \$80,000, the decrease would become effective, however, when the fund dropped to \$40,000 the fee would rise again.

Falun, Kan.—Hugo Hed is up for trial on seven counts of embezzlement while acting as agent for the Farmers Union Grain, Livestock & Merc. Ass'n of this place. The alleged misdealings date from January, 1920, to June, 1923. Hed is accused of making false entries on two counts, one of which was for 2,800 bus. of wheat sold to the E. L. Rickel Grain Co., and the other 4,000 bus. of wheat to the Freeman Grain Co. He is accused of depositing these amounts and of covering the amount by borrowing. The embezzlement counts are for \$31.58, \$22.32, \$101.56, \$6,314 and \$814.

## KENTUCKY

Lancaster, Ky.—A large addition has just been completed for the Lancaster Mlg. Co. to its mill.

Henderson, Ky.—Being caught between a moving box car and the side of the Henderson Elvtr. Co.'s elvtr. proved seriously injurious to Herman Elam, a grain inspector.

Richmond, Ky.—The explosion of an overheated gasoline engine destroyed the J. M. Parks & Son grain mill and elvtr. here by fire at a loss of \$10,000 recently. The explosion of barrels of gasoline added to the hazard. The mill was surrounded by frame structures.

## LOUISIANA

New Orleans, La.—George S. Gibbons, 56, head of one of the larger grain firms of the South, died suddenly of acute indigestion Dec. 14 while attending church.

## MARYLAND

Baltimore, Md.—Lederer Bros. have moved their offices to the Chamber of Commerce building.

Bel Air, Md.—The Bel Air Elvtr. Co. has filed articles of incorporation with a capital stock of \$10,000, to deal in the merchandising and milling of all grains. Clinton L. and Milton A. Reckord and W. W. Hopkins are the incorporators.

Baltimore, Md.—The directors of the Baltimore Chamber of Commerce as chosen by the nominating com'tee to serve a three year term are: John J. Snyder, Edward Netre, Wm. T. Shackelford, Gustav Herzer, and C. Wilmer Watkins.

## MICHIGAN

Mount Clemens, Mich.—The Farmers Mlg. Co. has a warehouse under construction.

Springport, Mich.—The Springport Co-op. Elvtr. Co., with a capital stock of \$60,000, has filed notice of dissolution with the state securities commission.

Gera, Mich.—Robbers entered the Chas. Wollan, Inc., grain elvtr. Dec. 12 and stole a quantity of cloverseed valued somewhat above \$200. Entrance was gained by pulling off the hinges on one of the doors.

Pontiac, Mich.—Fire in an auxiliary tile building of the C. E. Depuy & Co.'s properties damaged the building and baled straw within at a loss of \$500. The timely arrival of the fire department saved the \$250,000 plant from ruin, as the fire occurred at 2:30 a. m., Dec. 11.

Port Huron, Mich.—The Grain Insurance Ass'n, the pool thru which most of the leading companies take a fixed portion of each line written, carried the Grain Trunk Elvtr. Co.'s policy. Some \$365,500 on grain and \$78,000 on the building was carried. The Grain Marketing Co. had a deal of grain within when the house was consumed by flames.

## MINNESOTA

Lake Benton, Minn.—Lightning rods have been added to the equipment of the Farmers Elvtr. Co.

Zumbrota, Minn.—Will Beffort of Red Wing succeeds Nels P. Nesseth as mgr. of the Farmers Coal & Grain Co.

Mountain Lake, Minn.—Foshage & Co. of Chicago have purchased the large flour mills plant here. They will take it over Jan. 1.

Minneapolis, Minn.—C. C. Wyman of C. C. Wyman & Co., grain and feed dealers, is recuperating after having been operated upon.

Monteirey, Minn.—The Matson Elvtr. here has been purchased by Hubbard & Palmer Co. of Mankato, from the Monterey Farmers Elvtr. Co.



New Ulm, Minn.—We will use the elvtr. just taken over from Bingham Bros. at this point for storage purposes.—Eagle Roller Mill Co.

Kasota, Minn.—I am superintendent of the Kasota Grain Co.'s elvtr. taken over by the Banner Grain Co. of Minneapolis.—Ralph W. Woolhouse.

New Ulm, Minn.—We have disposed of our entire line including the New Ulm elvtr. as reported in the last number of the Journal. Are no longer in the grain business.—Bingham Bros.

Minneapolis, Minn.—The memberships of J. L. McCaull, No. 2, and of Robert N. McCaull in the Chamber of Commerce have been transferred to John W. Allen and R. F. Storch respectively.

St. Paul, Minn.—E. R. McDonald has associated himself with the Coles Mfg. Co., having a 300 bbl. mill at Starbuck. He formerly was mgr. for the Fair-Hinshaw Mfg. Co. of Tonganoxie, Kan.

Glencoe, Minn.—The stockholders of the Glencoe Farmers Elvtr. Co. have assessed themselves sufficiently to meet the indebtedness of the company and thus avert the throwing of the company into the hands of the receiver.

Redwood Falls, Minn.—We are not operating the elvtr. we bought from Bingham Bros. here. An attrition mill has been installed for custom grinding and a line of feed and flour will be carried here.—G. A. DeWerd, DeWerd Mfg. Co., Milbank, S. D.

Minneapolis, Minn.—E. G. Terwilliger, 71, died Dec. 16 following three weeks' illness at Minnetonka Mills from bronchial pneumonia. He had been in the grain business here for the past 36 years. He was pres. of the Reliance Elvtr. Co. at the time of his death.

Montevideo, Minn.—Our elvtr. is now complete. The contract was let to T. E. Ibberson Co. right after supper and before breakfast she was in running order. House has two legs, automatic dump, Richardson Automatic weighing out scale, large flour room, seed and salt room, and capacity for 25,000 bus. of grain.—Lars J. Nesheim, mgr., Montevideo A. S. of E. Co-op. Elvtr. & Trading Co. (Specifications appeared in the Nov. 10 number. The fire was reported in the Oct. 10 number.)

Worthington, Minn.—The fire last month destroyed only one of the four fully equipped elvtrs. we have at this point, so business has continued without a day's loss. The office was about a total loss, but has been rebuilt. The feed run and seed cleaning machinery will be replaced adjoining the main 50,000 bu. elvtr. which we have left, but the elvtr. proper which burned will not be rebuilt. Our loss on buildings and contents was about \$32,000, and our insurance \$25,000 on the same.—B. P. St. John, Humiston & St. John Co.

## MISSOURI

Whitham, Mo.—Mail addressed to the Frank Hayward Grain Co. has been returned marked "Not here."

Louisiana, Mo.—The Louisiana Elvtr. Co.'s office was burglarized and a small amount of cash taken.

Doniphan, Mo.—Electric motors will soon be installed in the new mill opened for business here by Dave Damer.

Carthage, Mo.—A break down in the elvtr. of the Morrow-Kidder Mfg. Co. forced a shut-down for several days.

Niangua, Mo.—The Abe Pinson & Son mill was partially destroyed by fire Dec. 11. The roof of the engine room caught first.

Collins, Mo.—The Collins Mill burned here a short while back. Insurance, \$3,000. Mr. Minks, the owner, is not expected to rebuild.

Lee's Summit, Mo.—Morgan & Reed are the successors to the Lee's Summit Mill & Elvtr. Co. Some new machinery has just been installed by them.—Joe S. Noel, prop., The Old Mill.

Floyd, Mo.—Mail addressed to L. Cain has been returned.

Harrisonville, Mo.—Ernest L. Harrison has succeeded T. O. McKeever as mgr. of the Farmers Co-op. Elvtr. Co. here. Mr. Harrison was formerly associated with the county Farm Bureau.

Marston, Mo.—The Southern Supply & Storage Co., under the management of J. M. Betts, is utilizing the company's 50x100 ft. warehouse for storage of grain, hay, feed, etc. The warehouse has not been up very long.

Jamesport, Mo.—The elvtr. formerly operated by Rooks & Fehr has been wrecked and moved to Hickory Creek. It is not being used as an elvtr. at that point.—C. R. May, mgr., Jamesport Farmers Mill & Elvtr. Co.

Paris, Mo.—The bursting of the water mains made the fighting of the fire suffered by the Producers Elvtr. & Exchange utterly impossible. The plant was among three places of business destroyed at a loss of \$25,000. The elvtr.'s share of this loss was \$10,500.

Ewing, Mo.—The new 15,000-bu. capacity elvtr. built for the Farmers Elvtr. & Exchange Co. has been completed at a cost of \$8,000. The plant is equipped with a grain and seed cleaner, and truck and wagon dump, double under dumps, and a Richardson Automatic Scale.

Bragg City, Mo.—The Bragg City Gin Co. has been incorporated for \$10,000, to raise and deal in farm products, live stock, to own and operate elvtrs., warehouses, canning factories, saw mills, cotton gins, flour and grist mills. E. L. Johnson, John M. McTeer and R. Nelson are the incorporators.—P. J. P.

St. Joseph, Mo.—Samuel Leavitt is in charge of the operation of the old Faucett mill and elvtr. now operated by the St. Joseph Mfg. Co. A bonded warehouse license for 50,000 bus. of grain has been applied for and approved. A membership in the St. Joseph Grain Exchange has been purchased.—C. Smolin, pres. (Other information appeared in the last number of the Journal.)

Atlanta, Mo.—The Pollock Mfg. Co. will soon operate the Atlanta elvtr. under the name of the Atlanta Elvtr. Co., with J. D. McClearn of Moberly as mgr. The plant has been closed since being sold at sheriff's sale this August. The building includes a number of coal sheds. The roofs will be re-slatted and every fire hazard will be eliminated as near as possible before it is re-opened. A hammer mill is being installed which will grind soy beans, alfalfa, coal, lime, etc.

## KANSAS CITY LETTER.

The J. E. Rahm Grain Co. will be the name of the E. D. Fisher Commission Co. after Jan. 1. The personnel will be the same.

The "Manufacturer's Exchange" is to be the name of the old Board of Trade building after the grain men move Jan. 1 to their new home.

Moving into the new Kansas City Board of Trade will be completed before the first of the year. The trading hall equipment will be usable after the second of January.

O. O. Hamer has taken charge of the Midland Mill as superintendent, succeeding F. W. Mann. Mr. Hamer was formerly located at Albert Lea, Minn., with the mills of that name.

C. W. Lonsdale, pres. of the Simonds-Shields-Lonsdale Grain Co., who served as director of the Chamber of Commerce of the United States for the past year, has been re-nominated for the position.

A temporary office has been opened by W. F. Logan of Chicago; however, the new Board of Trade building will become his quarters after the first of the year. Mr. Logan is to be supervisor of grain future trading here.

Ray M. McConnell, head margin clerk for B. C. Christopher & Co., grain commission firm here, was trapped in a Ford sedan for 10½ hours from 8:30 last Saturday night until 7 the following Sunday morning. He was found suffering from cold and exposure.—P. J. P.

Since George H. Davis left the Ernst-Dal Commission Co. to go with the Grain Marketing Co. the officers are Fred C. Davis, pres.; W. C. Fuller, vice-pres.; G. W. Davis, secy. treas. A. L. Ernst is the fourth member of the concern.

Frank A. Howard has returned to the office of the Updike Grain Co. after two years' sick leave of illness. Application for membership in the Board of Trade has been made on transfer from N. B. Updike, Omaha, pres. of the concern. The vice-pres. of the local subsidiary Marle H. Howard, is a son.

A change, making the duties of the registrar in the handling of warehouse receipts more explicit, was put to the membership of the Board of Trade for vote Dec. 22. His records will be required to be based on an official weigh-up and inspection annually. Unloading weights and grades on grain loaded or unloaded agree with those certified to by an official inspector and weighmaster the warehouse receipts shall not be registered. Cancellation shall be made only on surrender of proper receipts as approved by the registrar. An official weigh-up and inspection is also to be required of elevator operators annually. Another proposal would invest in the president the authority of announcing the time of weekly directors' meetings.

The nominated officers of the Kansas City Board of Trade for the coming year were announced Dec. 20. Harry C. Gamage, pres., first vice-pres., will run against H. J. Diffebaugh for the presidency, succeeding Allan Logan. L. A. Fuller, second vice-pres., will become first vice-pres. automatically. His successor will be either C. M. Hardenberg or Stanley Christopher. Six directors are to be chosen from those nominated for the position including E. M. Jolley, J. S. Hart, Men H. Howard, F. A. Theis, Thad L. Hoffman, B. Gregg, F. W. Lake, W. W. Marshall, Joseph S. Geisel, Harry J. Smith, O. A. Sevensance and J. J. Kraetli. Candidates for the arbitration committee are: Chas. H. Kenser, L. Meserve, Jr., D. C. Bishop, R. H. Sturvant, E. E. Klecan, Frank B. Clay, Kenneth G. Irons, Pauls C. Trower, R. E. Swenson and Paul D. Bartlett. Holdover directors include F. C. Blodgett, W. J. Mensendieck, H. Ragan, J. A. Theis, C. E. Watkins and J. Woolbridge. The election will be held Jan. 1.

## ST. LOUIS LETTER.

The issuing of tickets to the smoking room gratis has been discontinued by vote of the directors of the Merchants Exchange who recently authorized the issuing of tickets to recent non-members at \$2.50 each calendar month effective Jan. 1.

The election of officers, directors and committee on Arbitration and Appeals will take place Jan. 7, 1925. The annual meeting of the members of the Merchants Exchange will be held Jan. 6, at noon. All reports, assessments and transfer fees will be submitted. The annual caucus for the nomination of pres., first and second vice-presidents, the nomination of five directors to serve two years, of ten as a committee of Arbitration, and twelve members as a committee of Appeals, will be held in the Exchange Hall Dec. 30.

The following changes in membership in the St. Louis Merchants Exchange have occurred within the past month. G. E. Carter has died. James C. Murray has applied for membership on transfer of certificate of Carl A. Lemp, and Clyde A. Carter on certificate of W. R. Spiers. Solomon M. East and J. Wm. Brya have been admitted to membership, the latter on transfer of certificate of the late M. L. Murphy. Members desiring to present certificates of membership to the Exchange for purchase and cancellation in the sum of \$200, due paid in full for 1924, or on a basis of \$100 net to the legal owner, are required to present certificates to the Exchange on or before Dec. 31, 1924, in compliance with the order of the Board of Directors.



The secretary of the Exchange, Eugene Smith, to insure proper registration in the membership roster now being prepared, has broadcasted a notice requesting all changes of address of business connections be immediately mailed.

## MONTANA

Wibaux, Mont.—The fire that was reported in the last issue to have destroyed the gasoline storage house of the Occident Elvtr. Co. started when an employe went to get some gasoline and set his lighted lantern on the floor while he poured it. He was severely burned. A string of five elvtrs. only narrowly escaped destruction.

Fife, Mont.—Our elvtr. was destroyed by fire Dec. 1 at a loss of \$30,000; insurance, \$24,000. It was a wooden house and held 11,000 bus. of wheat at the time of the fire. The concrete tanks still stand. If everything goes as we hope it will build in the spring.—Carl Halgren, mgr., Fife Farmers Elvtr. Co. (Mr. Halgren had left for Great Falls before the fire occurred.)

## NEBRASKA

Walthill, Neb.—M. E. Easton succeeds Jack Foristal as mgr. for the Farmers Elvtr. Co. here.

Sidney, Neb.—A cereal mill is under construction for the Sitz Cereal Mills Co. The building will be 40x48 ft.

Omaha, Neb.—One of the two elvtrs. formerly belonging to Merriam & Millard Co. was damaged by fire a short time ago.

Glenwood (Kearney p. o.), Neb.—C. L. Johns has been succeeded by Chas. Howe as mgr. of the Farmers Grain & Elvtr. Co. here.

Gering, Neb.—The North Platte Flour Mills is to purchase the Gering Mill & Elvtr. Co., a farmers' property held under lease by them.

Crete, Neb.—We are filling in space between the concrete tanks and the elvtr. with bins that will hold about 20,000 bus.—C. C. M., Crete Mills.

Omaha, Neb.—John A. Southard, father of Robert J. Southard of the Nye-Schneider-Jenks Grain Co., died at his home in Planada, Calif., Dec. 9.

Elsie, Neb.—We will dismantle our old elvtr. here and will build a new 40,000-bu., 12-bin modern, cribbed house.—O. M. Kellogg Grain Co., Denver, Colo.

Elmwood, Neb.—The Farmers Co-op. Union Ass'n now owns the elvtr. of the Union Lbr. Co. The former already had one house here.—John E. Tumer, mgr.

Wakefield, Neb.—We will not rebuild.—E. J. Brainard, Crowell Lbr. & Grain Co. (Full details of the coal business sale and the fire appeared in the Nov. 10 and Dec. 10 numbers.)

Fremont, Neb.—Ray Nye, connected with Nye-Schneider-Fowler Grain Co. before its reorganization, has moved to the state of Wisconsin and will likely become state prohibition officer.

Albion, Neb.—W. W. Wilcox is now the mgr. of the Albion Mlg. Co. The property formerly was leased from the Interstate Mlg. Co. The elvtr. has 65,000 bus. and the mill 140 bbls. capacity.

Potter, Neb.—The leased plant operated by the North Platte Flour Mills for the past year is to be taken over by the newly organized Farmers Grain & Mlg. Co., having \$25,000 capital stock. The local mill has 100 bbls. daily output.

Dorchester, Neb.—The Nye-Schneider-Jenks elvtr. here was sold to Grothe Bros. Possession was given Dec. 1. H. L. Perry is the mgr. It will be known as the "East Elvtr.," Grothe Bros. The elvtr. will be operated in connection with their mill.—W. R. Ward, Fairmont Grain Co.

Exeter, Neb.—August Zocholl, formerly mgr. of the Nye-Schneider-Jenks elvtr. at Dorchester before Grothe Bros. purchased the plant, will have charge of their house here.—H. L. Perry, mgr., Grothe Bros., Dorchester, Neb.

St. Edwards, Neb.—The 250-bbl. plant here of the Nebraska Consolidated Mills Co. is being dismantled and the equipment moved to other branches. This point is not on a railroad and is distant from the line of wheat supply. The plant has not been operated for the past two years.

Lincoln, Neb.—Due to the death of the pres. of the Lincoln Grain Co., Jacob S. Waxman, 34, trades of the company in Chicago and St. Louis were closed the following day, Dec. 13. Mr. Waxman died of asphyxiation in his garage. The company is said to have been on the wrong side of the market.

Crete, Neb.—The Farmers Union Elvtr. Co.'s elvtr. and mill were sold at public sale Nov. 1 for \$11,500 to a Mr. McPherson. They transferred the property to Frank Tavis, trustee. The latter was one of the old stockholders and now represents a group of the stockholders and former directors of the Union. The elvtr. is being kept open but the mill has not been run for more than a year.—A. L. Johnson, pres., The Crete Mills.

## NEW ENGLAND

Springfield, Mass.—The grist mill operated as well as owned by Charles T. Lewis for the past ten years is now the property of E. C. Wilson of Bloomfield. The latter will operate it as the Farmers Grain & Supply Co.

Peterboro, N. H.—Our stock in trade was sold to J. Cushing Co. of Fitchburg, Mass., as of Dec. 1. They are now operating it at old stand until April. They plan to build a new warehouse and bins, but no grinding. We are the only carlot buyers here.—Walbridge & Taylor.

Boston, Mass.—Alex S. MacDonald, former director in the Grain Dealers National Ass'n and a former pres. of the Boston Flour & Grain Club, was elected chairman of the Grain Board of the Boston Chamber of Commerce by the directors, who in turn were selected at the annual meeting of the organization on Dec. 3. He succeeds Harry Hamilton. Herbert A. Weeks is the new vice-pres. The members elected to the Executive Com'te of the Grain Board for one year are: Eben A. Hall, grain; Chas. A. Hardy, grain; Herbert A. Weeks, grain; Arthur F. Hopkins, grain and flour; Geo. W. Collier, flour; and William M. Wise, flour. For two years the following directors will hold office: Geo. H. Hopkins, grain; Henry Jennings, grain; John J. King, grain; Alex S. MacDonald, grain; Dexter F. Parker, grain and feed; and Henry A. Bascom, hay.

## NEW MEXICO

Clovis, N. M.—The Clovis Mill & Elvtr. Co. has just completed a large addition to its mill and elvtr. A. F. Roberts did the work.

Capulin, N. M.—The Maxwell & Hillyer elvtr. has been completed. It has 15,000 bus. capacity and all modern equipment.—X.

Clayton, N. M.—We have leased the Black elvtr. here. The other elvtr. is run under the name of Blotz-Henneman Seed Co.—J. C. Eversoll, mgr., Equity Union Exchange.

## NEW YORK

Oswego, N. Y.—The State's new elvtr. will not open for business until this coming Spring.

Shushan, N. Y.—The mill and warehouse of the Peck Bros. properties were destroyed by fire Dec. 14.

Utica, N. Y.—William A. Soper, 40, pres. of the Ogden Grain Co., died at Lakewood, N. J., while en route to the South Dec. 5. At one time he was a member of the Buffalo Corn Exchange.

Folsomdale, N. Y.—A total loss was sustained Dec. 11 by Herman O. Jahn.

Buffalo, N. Y.—The name of the reorganized Burns Bros. Grain Corporation is now Basil Burns Grain Corp. B. Burns, N. B. Eaton and L. W. Durham have incorporated the concern for \$25,000.

New York, N. Y.—George H. Baston now represents the Continental Grain Co. on the Exchange. He formerly was flour mgr. of the P. N. Gray Corporation on the floor. It has been rumored that the latter firm will liquidate.

Buffalo, N. Y.—The Dakota Elvtr. Corporation has filed incorporation papers here. A million dollar first mortgage twenty year 6½% sinking fund gold loan is being floated. The company's affairs have been under the jurisdiction of Levi S. Chapman, president.

Tonawanda, N. Y.—Another effort will be made by the local Chamber of Commerce before the State Legislature to have a state-owned grain elvtr. built here. This city is located at the western terminus of the canal. In the Feb. 10 and March 25 numbers of the Journal a similar movement was reported to be afoot and later abandoned.

Buffalo, N. Y.—Machinery of the Hecker Cereal Co. of New York is being transferred to Buffalo to be used in the plant of the H-O Cereal Co., Inc., which has of late been taken over by the Hecker-Jones-Jewell Mlg. Co., along with the Canadian branch, the H-O Cereal Co., Ltd., of Canada. The milling company is a subsidiary of the Standard Mlg. Co. The executive sales offices of the consolidated companies are to be located here. Buffalo is to be made an important cereal manufacturing center. H. T. Burns of Burns Bros. Grain Co. is the buyer in the cereal and feed dept.

New York, N. Y.—Louis Montgomery Kardos, Jr., former stock broker in the defunct firm of Kardos & Burke, which failed some two years ago for \$5,000,000, was convicted by a jury Dec. 23 of trading against the account of a customer. The sentence was imposed the following day. Thomas Burke, former Comptroller of the Currency of the United States, was completely taken in by Kardos, who traded against the accounts of its customers, or rather ran a "bucket shop." Some two months before the crash for the amount above mentioned Mr. Kardos, Sr., was reported to have sent one of his sons over to the "waterland" with some \$2,000,000 which never was obtainable or traceable.

## NORTH DAKOTA

Hannah, N. D.—I am mgr. here for the Hannah Grain & Supply Co.—Fisher Craft.

Burt, N. D.—We have leased our elvtr. to J. C. Schleicher.—Burt Equity Exchange.

Leal, N. D.—It was the Osborne-McMillan elvtr. that burned to the ground here recently. The elvtr. held 12,000 bus. of grain at the time.

Shepard (Cooperstown p. o.), N. D.—The Shepard Farmers Elvtr. Co. has been incorporated for \$10,000 by J. A. Benson, Jorgen Soma, and E. E. Haaland.

Lostwood, N. D.—The farmers have organized and will build an elvtr. in the spring. The St. Anthony & Dakota Elvtr. Co. has the only house here now.—R. E. Fanning, agt.

Mapleton, N. D.—No decision has been reached as yet as to the rebuilding of our elvtr. The matter will be disposed of by the first of the year however.—Mapleton Farmers Elvtr. Co.

## OHIO

Columbus, O.—W. L. Funk is now general ass't mgr. for A. Felty.

Utica, O.—I am not connected with the mill at Senecaville, though I have a small flour mill at this place.—J. W. Campbell.



Eaton, O.—We have had no burglars as reported and hope we do not have for they will get fooled.—Schluntz, mgr., Eaton Farmers Equity Co.

Coldwater, O.—The 18-in. motor driven attrition mill we bought from Sprout Waldron & Co. was placed in operation Dec. 19.—L. H. Colby, mgr., Coldwater Grain & Coal Co.

Greenville, O.—The E. A. Grubbs Grain Co. has leased space in the Pickering Building, and will move into the new suite as soon as alterations can be made, which is expected to be soon after New Year's Day.

Pickerington, O.—J. L. Brooks, one of the owners of the Pickerington Grain Elvtr. & Creamery, surprised and consequently put to flight three bandits who were in the process of dynamiting the company's safe.

Ohio City, O.—Sacks of flour and bran were used to muffle the explosion of the Krugh Grain Co.'s safe when cracksmen blew it open with nitro glycerine. It was rifled but the amount of the loss is unknown as yet.

Chillicothe, O.—A dust explosion in the cob conveyor of the Mt. Logan Flour Mill of the Chillicothe Mlg. Co., owned by J. C. Bone, set fire to the upper story damaging the building at about \$500 and the stocks at close to \$2,500.

Kirkwood, O.—The Kirkwood Grain Co. has been incorporated for \$30,000. The company will handle grain, flour, feed and hay. Earl D. Fristoe, John A. Manning, John M. Alard, Chester A. Faulder and Urban H. Doorley are the incorporators.

Toledo, O.—Membership applications in the Toledo Produce Exchange have been filed by George T. Secrist, J. S. Bache & Co., and Henry C. Ostrander, Jackson Bros., both of Chicago. Both are private wire representatives on the Exchange floor.

Wengerlawn (Brookville p. o.), O.—We recently enlarged our office and widened the driveway. In addition to other minor improvements our elvtr. was painted. As the result of getting entangled in a belt two ribs became broken.—Miller & Miller.

Deshler, O.—The Deshler Farmer Elvtr. Co.'s new elvtr. held its formal opening here within the past two weeks. The company's two elvtrs. were burned to the ground last spring a week apart. Instead of building both, they built one large concrete structure with a capacity of greater than the combined total of the two they lost.

Middlebranch, O.—The Farm Bureau is doing a car door business at this station. No expense is involved by them in handling feed in this way. They do not have the legitimate expense involved in doing business in established place such as we maintain. B. E. Wise and ourselves are the regular shippers from this point.—Middlebranch Elvtr. & Supply Co.

Canton, O.—The officers of the Ohio Builders & Mlg. Co., a consolidation of the Canton Feed & Mlg. Co. and the Ohio Builders Supply Co., are: C. G. Herbruck, pres.; C. S. Lotnamer, vice-pres.; I. W. Royer, sec'y, treas. and general mgr. The new company took over the line of elvtrs. formerly controlled by the old feed company. The plant here has a capacity of 50 tons of feed and 200 bbls. of flour both of which products will continue to be manufactured.

Cincinnati, O.—Vinton Perin, former grain dealer of Indianapolis and this point, was adjudged "not guilty" on a first degree murder charge in connection with the fatal shooting of his mother-in-law. He was, however, considered insane when he shot her. Plans for the erection of a \$400,000 flour mill on a tract of Big Four land in Indianapolis had been announced, following the erection of a two-story office building and a warehouse of the same height, but were never completed, supposedly because Perin's mother-in-law refused to finance the project. Perin is vice-pres. of the Perin Mills.

## OKLAHOMA

Harrah, Okla.—We have built a mill for grinding chops and meal.—J. Smith.

Union, Okla.—We are building a new warehouse to handle flour and feed.—Farmers Co-op. Elvtr. Co.

Cherokee, Okla.—Windstorm and small damage to the elvtr. of the Red Star Mlg. Co. a short while back.

Douthat, Okla.—L. W. Goings, C. W. Theurer and D. L. Wheat have chartered the Dudley Mlg. Co. with a capital of \$20,000.

Oklahoma City, Okla.—William Black has moved here from Arapaho where he was the Mlg. Co. with a capital of \$70,000.

Numa, Okla.—The Central Grain & Laboratory Co. of Hutchinson, Kan., is now operating the elvtr. formerly operated by the Consolidated Elvtr. & Mlg. Co.—X.

Eagle City, Okla.—C. H. Wills is mgr. for the newly organized Eagle City Grain Co.—X. (It is presumed this company is the successor to the Farmers Product & Sply. Co.)

Oklahoma City, Okla.—Suit for \$25,000 damages against the Yukon Mill & Grain Co. has been filed by Mrs. Mary E. Litteer, whose husband was killed in the company's plant last December.

Enid, Okla.—The four elvtrs. purchased from the Enid Mlg. Co. by E. R. Humphrey, who just of late opened a grain brokerage and wholesale office here, are located at Dacoma, Helena, Goltry and Lahoma.—E. R. Humphrey Grain Co.

Frederick, Okla.—Elmer O. and Vinnie Billingslea and J. A. Burt have incorporated the E. O. Billingslea Grain & Cotton Co. with a capital stock of \$50,000. (It was reported in the Nov. 25 number of the Journal that a petition in bankruptcy had been filed by E. O. Billingslea listing liabilities at \$71,735 and his assets at \$41,055.)

El Reno, Okla.—The El Reno Mill & Elvtr. Co. will add six concrete, 19x90 ft., 200,000 bus. capacity tanks adjoining the present storage facilities of the plant. A 7-story, 28x42 ft. cleaning house and tempering bin building with 14,000 bus. capacity will also be erected by the Jones-Hettelsater Construction Co. for them. Until this latter space is of necessity called into use for cleaning purposes, then calling for the installation of cleaning machinery, the space will be used for warehousing purposes, for which it is also arranged and constructed.

## OREGON

Ontario, Ore.—Machinery for the handling of grain and seeds has been installed by the newly organized Ontario Produce Co.

## PENNSYLVANIA

Albion, Pa.—A severe fire loss was sustained on the mill of the Albion Mlg. Co. on Dec. 10.

Philadelphia, Pa.—King Bros. & Co. will succeed M. F. Baringer in the grain and mill feed business. William and Sam King have been in the employ of the retiring Mr. Baringer for some time, so no change in policy will take place. Mr. Karr, formerly mgr., is taking a rest. Mr. Baringer still retains his interest in the Tioga Mill & Elvtr. Co.

## SOUTH DAKOTA

Bruce, S. D.—A defective flue in the elvtr. of the Farmers Co-op. Co. was the cause of a small loss by fire recently.

White Rock, S. D.—I am now associated with John Dengler, mgr. of the Red Wing Mlg. Co. of Red Wing, Minn., C. E. and Harold M. Meech, officers of the same company, and John L. Caldwell, pres. of the First Natl. Bank of White Rock, in the Tri-State Grain Co., a partnership at this point.—A. W. Powell.

## TENNESSEE

Memphis, Tenn.—The annual dinner and election of officers of the Memphis Grain & Hay Ass'n was held here Dec. 20.

Memphis, Tenn.—The firm of A. J. Donelson & Co. will be strictly a brokerage house, dealing in grain, hay and mill feeds. The Merchants Exchange membership of G. Shall Poston has been purchased.

Carthage, Tenn.—The grain and feed warehouse on the Tennessee Central Ry. and the banks of the Cumberland River, being built for the Carthage Grain Co., will be completed by the middle of January.

Lynchburg, Tenn.—Lem Motlow has been adjudged "not guilty" of the charge of murder of a Pullman car conductor last March. Mr. Motlow formerly owned the Motlow Mlg. Co. at Union City, Tenn., and has been a member of the St. Louis Merchants Exchange for close to thirty-one years. His \$40,000 bond was furnished by members thereof.

## TEXAS

Spearman, Tex.—Mr. Nishswonger of the Nishswonger Grain Co. has moved away.—B.

Crawford, Tex.—M. Marks' flour mill and elvtr. burned here at a loss of \$10,000 recently.—P. J. P.

Tulia, Tex.—A \$50,000 elvtr. and warehouse building will be erected by the Farmers Grain Co.—P. J. P.

Claude, Tex.—Our plant is gone. Our office is now maintained at the public scales.—Claude Mill & Elvtr. Co.

Fort Worth, Tex.—The safe of the Terminal Grain Co. was badly damaged recently when robbers unsuccessfully attempted to obtain its contents.

Sherman, Tex.—G. B. R. Smith died at his home in Sherman Dec. 12. He was pres. of the G. B. R. Smith Mlg. Co. and was well known throughout the Southwest.

Post, Tex.—The Garza County Warehouse & Marketing Ass'n will erect a brick warehouse, storehouse and office building. The organization deals in grain, flour and feed, produce and cotton.

Tulia, Tex.—The Porter Grain Elvtr. here has been purchased by A. J. Abernathy of Floydada. A flour mill will be constructed in connection. Boothe Bros. bought his mill and elvtr. at Floydada as reported in the last issue.

Houston, Tex.—The Port Commission, which rejected all bids for the proposed elvtr., has stricken out certain items from the original plans, retaining the full storage capacity, and has called for new bids to be in by Jan. 2, when the contract will be let.

Lockney, Tex.—L. D. Townsend of Tulia has purchased the Leslie Floyd Grain Co.'s business and elvtr. of Leslie Floyd and Arch Keys. Mr. Townsend has taken charge and will continue the business under the name of Townsend Grain Co. Gilbert Bean will continue with the new firm.

## UTAH

Odgen, Utah.—The equipment of the Hylton Flour Mills was damaged to the extent of something over \$5,000 by fire resulting from ignited dust. The company has an elvtr.

Kaysville, Utah.—On the site of their burned mill the new large reinforced concrete 32x80 five-story full basement plant of the Kaysville-Layton Mlg. Co. is practically completed. It will be thoroughly modern and will connect with the company's steel elvtr. storage bins. Even the roof is of concrete and steel.

## VIRGINIA

Galax, Va.—The Bryant-Perkins Flour Mill has been acquired by Dr. H. T. Smith of Independence.—P. J. P.



Norfolk, Va.—W. C. Duncan is the proprietor and name of the newest feed wholesaler here. He was formerly with S. D. Scott & Co., jobbers of grain, hay, millfeed, etc., and elvtr. operators.

Fredericksburg, Va.—The entire properties of the Orange Mlg. Co. brought \$18,400 at auction. The mill will be put in condition and operated at once by the new owners who are A. Stuart Robertson, V. Shackelford, H. C. and A. B. Warren.

Suffolk, Va.—James Wesley Simmons, Sr., general manager, sec'y, and treas. of the Virginia Mills, Inc., is dead. He was killed when by mistake he touched a high voltage wire at the mill. He was one of the best known members of the trade in this section of the country.

## WASHINGTON

Waterville, Wash.—The Macdonald Grain Co. operates the Milwaukee Grain & Elvtr. Co.'s warehouse in addition to its own.—X.

## WISCONSIN

Stoughton, Wis.—Theodore Edwards has leased the Stoughton Mill of Claire Bickley.

Crandon, Wis.—Lynn Paul has purchased the flour and feed business of J. Breakstone.

Appleton, Wis.—Am not operating the grain elvtr. just now. Am doing a feed, flour and seed business.—Edward Kuck.

Prescott, Wis.—Our new feed mill is in and we are doing custom grinding.—Edward G. Frank, gen'l mgr., The Equity Exchange of Prescott.

Milwaukee, Wis.—The Froedtert Grain & Malting Co. had a small fire in its elvtr. here but employes had the blaze under control when the fire department arrived.

Oconto, Wis.—Lane & Son of Birnamwood have purchased the Collins & Collins grain elvtr., formerly known as the A. Pierre elvtr. The first named have taken charge. G. M. Collins has retired from the grain business and moved out on the farm he took in exchange for the grain plant.

Navarino, Wis.—The grain and feed elvtr. and the potato warehouse owned by Fenn & Meyer burned to the ground Dec. 13. The entire stock of flour and feed and potatoes and all the machinery was burned. The property was a total loss estimated at \$15,000 and only partly covered by insurance. The fire is believed to have started from a stove in the potato warehouse.

Green Bay, Wis.—The local Association of Commerce here has more than agitated the erection of a waterfront elvtr. capable of handling large quantities of grain from the railroads to the west into the holds of the freighters than now leave this port "light." A construction engineer has gathered data from which estimates of cost can be determined and plans for construction work formulated. An industrial engineer has reported much interest from a series of conferences of grain dealers held in Minneapolis.

Another idea on how to help the country spend its funds is that outlined in a bill introduced in Congress on Dec. 11 by Representative Williams of Michigan. It calls for the creation of a Federal Marketing Board and appropriation of a \$5,000,000 revolving fund for its activities until 1930. The board would consist of 7 members, 5 appointed by the President with the sec'y of agriculture and commerce as ex-officio members. The purposes are to encourage co-operative markets and clearing houses and supervise and inspect agricultural products, establish standards and grades and exert influence in arbitration of disputes. How that would delight the bureaucrats and increase the cost of marketing.

## Dissatisfaction Registered with Colorado Pool.

The defeat of Wm. E. Sweet for a second term as Governor of the Colorado Co-operative Wheat Marketing Ass'n, who formed an organization to dissolve the pool, to abandon the plan of combating the pool in the courts with expensive legal procedure. Instead, each member has agreed to defy the contract by marketing his wheat independently.

Governor Sweet was one of the staunchest friends of the pooling movement and his influence was feared. With his defeat, however, pooling members feel sure no legal action will be brought against them if they break their contracts. A number of the poolers broke their contracts last year, but the pool has not dared to bring action against them due to their numbers.

Members of the pool have received 10 to 16 cents less per bushel for their grain than farmers who sold independently and are expressing general dissatisfaction with the pooling organization.

The teletype, a combination typewriter and telegraph instrument, will usurp the place of the Morse code operator and the present telegraph in the future, according to Donald Murray, inventor of the machine. The machine is said to transmit messages at the rate of 40 to 80 words per minute, up to 5,000 miles and would transform telegraph offices into mere automatic exchanges. Mr. Murray believes that bookkeeping departments of huge businesses could be moved from the city into the suburbs by using this machine.

Corn is selling at a fancy price. Government report bullish. Ohio and Indiana dealers are having their troubles. Many stations have had to stop handling corn. The risk in shipping, due to high moisture, is too great. Some sections of the country have some good quality corn, but it costs considerable in freight money to place it in this territory. Argentine prices are around thirty cents bushel under us. Corn is a purchase on all breaks.—C. A. King & Co., Toledo.

## Year's Work of the Landis Award Com'ite.

At the third annual meeting of the Citizens Com'ite to Enforce the Landis Award, at Chicago, Dec. 8, Chairman Thos. E. Donnelly reported the Citizens Com'ite was operating very economically and had reduced the work of enforcing the Landis Award almost to a science. Expenditures for the first year were over \$1,000,000, while for the third year they were only \$375,000. The com'ite has carried, free of charge, nearly \$500,000,000 worth of insurance, the greatest amount carried at one time was over \$89,000,000, and for the first three years had paid back to contractors and owners in excess of \$104,000 for damages.

The guard department, for the first eleven months of this year, answered 346 emergency calls, made 255 investigations, and covered 1,218 jobs, serving 1,564 contractors. In addition to the day guards, the com'ite has two night roundsmen on duty from 5:00 p. m. to 8:00 a. m., checking contractors' watchmen to be sure they are properly protecting the jobs.

The employment department has made over 73,000 placements in the three-year period, the largest being carpenters over 28,000, laborers over 16,000, painters over 12,000.

The employment situation has eased up considerably, so that the com'ite has closed its outside offices, except in Indianapolis, Cincinnati, St. Louis, Kansas City and Detroit, and we find that many mechanics, realizing the Landis Award is a permanent institution in Chicago, are coming here of their own accord to work under the ideal conditions, made possible by the Citizens' Com'ite, whereby the mechanic has an opportunity to earn a maximum wage six days a week, without fear of being called out on strike.

The only strikes in Chicago in the past year that amount to anything was the carpenters' strike on the Hotel Sherman, Main building, which lasted a week, while their Annex, which is being constructed by a Landis Award contractor right across the alley, experienced no delay.

## YOU can get CARS

if you proceed properly in filing your order and follow it up persistently, earnestly and stubbornly with duplicating Car order blanks.

These formal orders give the station agent a feeling of responsibility, and often bring cars when verbal orders fail. By keeping a carbon copy of each order for cars would-be shipper has a complete record of all efforts to obtain cars—a certain proof in case of unreasonable delay by the railroad company.

**CAR ORDER BLANKS** are bound in book form. Each book contains 50 originals, 50 duplicates and 3 sheets of carbon. The originals are machine perforated so may be readily torn out, while the duplicate remains in the book.

If you wish station agent to heed promptly your orders for cars use **Form 222 C. O., Price 75 cts.**

## Grain Dealers Journal

309 South La Salle St. Chicago, Ill.

## Do Not Take Chances

on verbal contracts for future delivery of the grain you are now purchasing. Mr. Farmer is very liable to forget them if the market should advance or his crop be a failure. Our Duplicating Grain Contracts will save you time, worry and money and should be used on every purchase.

They certify the Farmer "has sold ..... Bushels of ..... at ..... cents per bushel, to grade No. .... to be delivered at ..... on or before ..... They also certify that "If inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted."

Put up in books of 100 duplicate sets. Originals of bond paper are machine perforated so they may be easily torn out, while the manila duplicate remains firmly bound in the book. Both sheets contain a printed form on the back for entering all grain delivered on the contract. Check bound with 3 sheets of carbon. Order FORM 10 DC, Price \$1.15.

## Grain Dealers Journal

309 South La Salle St. Chicago, Ill.



## Seeds

**Twin Falls, Ida.**—Rogers Bros. Seed Co. has opened a new branch seed handling plant here.

**Glenwood, Ia.**—Patsy Kilmartin, Malvern, expects to establish a branch of the Kilmartin Seed Co. here soon.

**Winnipeg, Man.**—Winnipeg received 2,426 cars of flaxseed during November and shipped out 2,913,626 bus.

**Los Angeles, Cal.**—An addition of 120 feet to the warehouse of the Los Angeles Seed Co. has been completed.

**Fond du Lac, Wis.**—Henry Michels recently installed considerable seed corn drying equipment in his plant here.

**Salina, Kan.**—Meier Grain Co., recently incorporated with \$100,000 capital, handles seeds in carlots as well as grain.

**Lincoln, Neb.**—Under the direction of the Nebraska Crop Growers Ass'n, the Nebraska State Corn Show will be held here Jan. 6, 7 and 8.

**Gouverneur, N. Y.**—Earle Seed Co. has been incorporated with \$25,000 capital stock. Headquarters are established at Brooklyn. Fred B. Fuller is pres.

**Lexington, Ky.**—The office of the W. S. Judy Seed Co. was destroyed by fire recently. The loss included \$18,000 worth of choice light burley tobacco seed.

**Miles City, Mont.**—The Montana Seed Growers Ass'n will hold its annual pure seed show in connection with the State Corn show some time in January.

**San Antonio, Tex.**—Sewell Co. has been incorporated by C. B. Sewell, Ethel Sewell and L. D. Sewell with a capital stock of \$40,000, to grow and sell seeds.

**Salinas, Cal.**—Everett B. Clark Seed Co., Milford, Conn., is planning the construction of a 3-story warehouse here for the preparation of its California grown seed. A site has already been acquired.

**Utica, N. Y.**—The Utica Seed Co., recently organized with C. A. Nelson, pres.; H. L. Kuhn, vice-pres. and general manager, and B. H. Wright, sec'y-treas., has purchased a new building and is fitting it for occupancy.

**The recent meeting** of the Western Seedsmen's Ass'n in Kansas City unanimously passed a resolution requesting the Executive Com'te of the American Seed Trade Ass'n to choose Los Angeles for the next convention city.

**Port Washington, Wis.**—The Ozaukee County Seed Growers Ass'n held its annual meeting and convention here Dec. 10, when it awarded prizes for the best exhibits of corn, wheat, oats, barley, rye, buckwheat, timothy, clovers, alfalfa, etc.

**The Iowa State Corn Show** will be held in the new Armory on Iowa State College campus, Ames, Ia., at the time of the Farmers' Short Course, Feb. 2 to 7. Approximately \$2,000 in cash, 100 silver loving cups, medals, ribbons, badges, etc., will be given for the best exhibits of corn, small grain, hay and legume seeds.

**Paris, Ky.**—Directors of the Central Kentucky Blue Grass Seed Pool met here on Dec. 9 and authorized the sec'y-treas. to pay 50c per bushel to all members of the pool on Dec. 15. In the aggregate this payment will equal about \$270,000. The directors claim they will make a complete and final settlement by May 15.

**The Seed Trade Buyer's Guide and Seed Merchant's Directory** for 1925 contains classified listings of seed growers, wholesalers, manufacturers of equipment, supplies and side-line merchandise, also names of field and vegetable

seeds in foreign languages, tables of seed exports and imports, tariff rates, planting and spraying tables, seed import act, and various other data of interest to the seed trade. Published by Seed World, 1018 S. Wabash Ave., Chicago, Ill.

**Copies** of the International Seed Trade Rules adopted at the November meeting of the Wholesale Grass Seed Dealers Ass'n, are ready for distribution, announces Sec'y Clarence K. Jones, of that ass'n. They may be purchased for 10c apiece from Sec'y Jones, care of the W. A. Simpson Co., 110 South St., Baltimore, Md.

**Lexington, Ky.**—Wheeler Bros., coal mine operators, have purchased the business of Frost & Duval, which was owned by Mrs. D. C. Frost, she having bought out the Duval interest some time ago. The concern handled seed, feed and coal, the last named chiefly interesting Wheeler Bros. Geo. Pilcher continues as general manager.

**Washington, D. C.**—Final estimate on flaxseed crop for 1924 is 3,289,000 acres, producing 30,173,000 bus.; beans, 1,376,000 acres, producing 13,327,000 bus.; grain sorghums, 5,085,000 acres, producing 114,231,000 bus.; soy beans, 613,000 acres, producing 9,567,000 bus.; clover seed, 747,000 acres, producing 977,000 bus.—U. S. Department of Agriculture.

**Colorado Springs, Colo.**—At the 3rd annual Colorado Pure Seed Show, held here recently, over 240 individual exhibitors showed samples of corn, wheat, oats, etc., grand sweepstakes in corn, offered by the Denver Grain Exchange, being taken by Raymond Condon, Platteville. The wheat trophy was carried off by John Howell, Montrose.

**Los Angeles, Cal.**—The California Department of Agriculture has proposed establishing a seed testing laboratory here for the convenience of southern California seed dealers, who now have to ship samples some 600 miles to Sacramento for testing and suffer considerable delay in returns. It is suggested that the branch laboratory could be supported by a special tax levied against the seed merchants.

**"Alfalfa Weevil and Its Control in Idaho,"** by C. Wakeland [*Idaho Sta. Circ. 34 (1924)*] describes the alfalfa weevil in its several stages of development, its feeding habits and the injury it does, the cultural aids to controlling it and control methods, including brush dragging, early cutting, pasturing with sheep, and spraying. Data on spraying show that it cost \$1.62 to spray an acre of alfalfa twice, which resulted in a saving of \$7.72 per acre.

**Memphis, Tenn.**—L. P. Cook, wholesale seed and grain merchant, recently completed building what is claimed to be the largest and most complete seed warehouse in the world. It is located on the Illinois Central R. R. and has splendid transportation facilities. Its floor space covers 25,000 square feet and its bins have capacity for 350,000 pounds of seed. Equipment will permit unloading, cleaning, grading, packing, and weighing a carload of bulk seed in 45 minutes.—P. J. P.

**Topeka, Kan.**—A bill drafted for presentation to the Kansas state legislature which will provide "teeth" for the pure seed laws under consideration at a meeting of 14 representatives of farm organizations, seed growers and dealers, in the office of J. C. Mohler, sec'y of the State Board of Agriculture. The bill would provide for careful testing of seed coming into the state and for severe penalties for violations of the law. Administration would be in the hands of the State Board of Agriculture.—P. J. P.

**"A Study of Plant Growth in Relation to the Weight of Seed,"** by D. Schmidt (*New Jersey Stas. Rpt. 1922*), gives an account of studies with soy beans and buckwheat. With

soy beans it was apparent that following the germination of the seed all the advantage in early development was in favor of those grown from the heavier seeds, the plants maturing earlier than did those grown from the lighter seeds. With buckwheat the average dry weight, green weight, and leaf area measurements from seeds of heavy weight were always superior to those of plants from lighter seeds. This advantage was noted early in the development of the plants and was maintained until maturity.

**Toledo, O.**—Clover market meets with opposition on bulges in the way of profit taking and fresh hedging sales. Most of the hedging pressure is against purchase of foreign seed. Considerable clover has been purchased in Europe, mostly from France. The American dollar and high prices prevailing look attractive to the foreigner. Will carryover of old seed and imports this season be sufficient to offset our shortage? Future trend will depend largely upon spring demand. Will it be up to expectations? Seed houses reporting better cash demand. There is still some short interest in December, most of which will be delivered on contracts. Foreign seed that will pass prime requirements is deliverable on future contracts. Early shipments of French clover are very nice quality, some lots testing better than 99.60% purity. Prime clover requires test of 99.25 or better. Understand the choice lots of French clover are pretty well cleaned up and that lower grades are now being offered.—Southworth & Co.

### Ohio Agricultural Seed Inspection.

Practically every seed dealer in the state of Ohio has been visited by an inspector from the Division of Plant Industry, Ohio Department of Agriculture, during the past few months. The number of seed dealers in the state has increased from 1,560 in 1923 to 1,700 so far in 1924, with a probable further increase from late comers. Yet, with few exceptions, the dealers heartily co-operated with the inspectors and the department in the proper labeling of agricultural seeds as required by the state law.

Inspectors have taken almost 1,000 samples for checking up on the stated analysis found on the labels. In addition the Seed Laboratory has analyzed almost 2,000 samples from various Ohio producers and dealers.

The service of the Seed Laboratory is free and no unreasonable delay in returning results to those who submitted samples for analysis has occurred recently.

### Iowa State College Teaches Veterans to Analyze Seed.

One of the educational courses in the Iowa State College, Ames, Ia., curriculum for disabled veterans covers seed analysis. The class has been successful, its students obtaining positions with leading seed houses shortly after completion of the course. The last man in the group is now connected with Rudy-Patrick Seed Co., Kansas City.

J. C. Cunningham, chairman of the Non-Collegiate Courses at Ames, says:

The government has sent to this institution now something over 1,600 disabled ex-service men. Not more than 10% have completed high school and only a very few are graduates from colleges and universities. Necessarily we organized special classes for men of limited preparation and made special classes whenever there were sufficient students to demand special training in a particular line.

Fortunately the small group of men who selected seed analysis as their objective were of superior grade. They spent considerable time studying business English, business mathematics, soils, accounting, farm crops, botany, etc., but the larger portion of their time was spent in the seed laboratories under the direct supervision of a trained seed analyst. In this way they learned to separate seeds, compare the different seed samples with the requirements for germination and purity, and became thoroughly familiar with seed laws of different states. The work has been completed and the men placed with seed firms.



## Seed Appropriations.

Estimates of the Budget Bureau show the Department of Agriculture will need \$58,230 or studying the testing commercial seeds during the fiscal year ending July 1, 1925. This includes the testing of samples of seeds of grasses, clover, or alfalfa and lawn grass seeds secured in the open market. When such samples are found to have been adulterated or misbranded, the tests, together with the names of the persons who offered the seeds for sale, will be published. A portion of the fund, which is increased \$1,360 over last year's appropriation, will be needed for enforcement of the seed importation act.

Investigation of foreign seeds and plants being introduced into this country, including study, collection, purchasing, testing, propagation and distribution of rare and highly valued seeds from other countries and from our possessions, will require \$144,989, an increase of \$15,229, according to the estimates. Purchase, propagation, testing and distribution of new and rare seeds will require \$127,465, an increase of \$8,105.

Eradication and control of the European corn borer is expected to take \$233,630, an increase over the last appropriation of \$17,280.

The Bureau of Agricultural Economics will need \$709,748 for the dissemination of market service on seeds, hay, feed, livestock, etc. This is an increase of \$27,268. This information is more thoroughly disseminated by the newspapers, the telephone and telegraph.

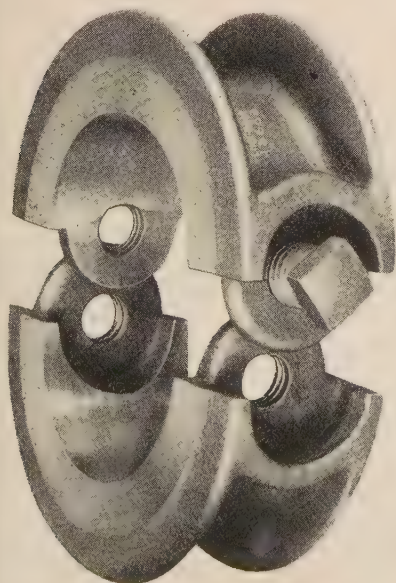
Provision is made by 24,000, an increase of 4,685, for the collection of seed grain loans

## New Malleable Iron Safety Collar.

It is estimated that ten per cent of the power generated in the average industrial plant is wasted between the generator and the consuming machine. Attention to this loss of power has given rise to changes in power transmission equipment and the development of more efficient mechanical means.

One of the most recent developments along this line comes from the Link-Belt Co., the device illustrated. This new Safety Collar is intended to maintain the proper alignment of such equipment as pulleys, shaft bearings, gangers, etc.

Great strength, toughness, durability, and light weight have all been incorporated in this new Malleable Iron Safety Collar, in addition to which, a new design which permits the collar to be split in two pieces, thus affording easy and economical installation or adjust-



New Safety Collar.

ment. This type of collar, however, is made also in the solid ring type, both types being accurately machine finished, assuring a tight fit and pleasing appearance.

Exhaustive tests made with the Link-Belt Safety Collar have proven it to be impervious to shocks and strains encountered in heavy duty service. The material of which it is made possesses unusual wear and rust resisting qualities. This extends its sphere of usefulness to installations where the atmospheric conditions contribute to rust or excessive abrasiveness. The set screw, by which the collar is firmly affixed to the shaft, is flange protected.

## Supply Trade

Good advertising makes it easier for you to sell and for your customer to buy.

**Minneapolis, Minn.**—The Carter-Mayhew Mfg. Co. is building a new addition to its factory, and installing a large amount of new machine tools.

**Chicago, Ill.**—Foote Bros. Gear & Machine Co. has recently completed arrangements with the Thrall Electric Co., of Havana, Cuba, for exclusive representation of IXL Gear Products and Speed Reducers in Cuba.

**Abolition** of "Pittsburgh Plus" has resulted in the acquisition of 2 Chicago steel plants, the Morava Construction Co. and the Kenwood Bridge Co., by McClintic-Marshall Co., Pittsburgh, largest independent manufacturer of structural steel in the country. This concern negotiated some time ago a large site at Indiana Harbor, Ind., but has found it better to acquire the 2 Chicago companies and reserve the Indiana site for expansion.

**St. Louis:** The St. Louis branch office of the Link-Belt Co. has recently moved from its old quarters to larger and more conveniently located offices at 3638 Olive Street. Personal contact is necessary in the discussion of engineering equipment such as Link-Belt products, and heretofore much time and energy was consumed in traveling between the "down-town" office and customers by automobile, due to the greatly increased traffic in the business section. Moving to the manufacturing district not only will afford greater freedom of movement but assure a betterment of the heretofore good service.

**DR. N. A. COBB,** in charge of the nematode investigations being carried on by the Department of Agriculture, says study in some of the alfalfa and clover regions of the northwest has revealed that stem diseases of these crops, which are caused by nemas, are carried into new fields and other parts of the country by some of the minute parasites clinging to the seeds. First cleaning does not remove the infection, nor does recleaning, but the third cleaning of the seeds scours off practically all of the organisms.

## Calendars Received.

A large 1925 calendar in black and red has been put out by John E. Brennan & Co., Chicago, Ill.

Former recipients of the S. Howes Co., Inc., Silver Creek, N. Y., calendar, are now receiving refills for the year 1925.

Memorandum sheets of a 1925 diary section are being sent to possessors of the 1924 loose leaf vest pocket diaries distributed by the Morse Chain Co., Ithaca, N. Y.

A large, well-printed calendar in red and black, with the month before and the month following, on each sheet, is being distributed by Jesse C. Stewart Co., Clarksburg, W. Va.

The Columbian Rope Co., Auburn, N. Y., is supplying a beautiful calendar in multiple colors. Imprinted on it in a dominant position is a painting, by C. R. Patterson, of a square-rigged clipper ship, "Outward Bound."

Henry Simon, Ltd., Manchester, Eng., is sending friends in the trade an excellent daily calendar "with best wishes for the New Year." Each sheet not only contains the date number but also the name of the day and the month, and an optimistic bit of wisdom to remind us that life is still worth living.

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You can travel  
the wide world  
over and find  
nothing to  
equal them.

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## Cipher Codes

**Universal Grain Code:** The only complete, the most up-to-date and latest grain code published. Effects a greater reduction in tolls than any other domestic code. Code words for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages, 4½x7 inches. Price, leather bound, \$3.00; paper, \$1.50.

**Robinson Telegraph Cipher Code:** With all supplements, for domestic grain business. Leather bound, \$2.25; cloth, \$1.75.

**Millers Telegraphic Cipher: (1917)** For the milling and flour trades. 77 pages, 3¼x6 inches. Cloth bound. Price \$2.00.

**Cross Telegraphic Cipher Code:** 7th edition revised for provision and grain trades. 145 pages 4½x5½ ins. Cloth bound. Price \$2.00.

**A. B. C. Improved Fifth Edition Code, with Sup.:** Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. Price in English, \$20.00.

**Bentley's Complete Phrase Code:** Contains nearly 1,000 million code words, any two of which can be sent as one word. Thru its use a saving of 50% can be effected in cablegrams. Appendix contains decimal moneys and list of bankers. 412 pages, 8½x10½ inches. Bound in cloth, leather back and corners. \$15.00.

**Baltimore Export Cable Code:** Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6½x9 inches, bound in leather. Price \$15.00.

**Riverside Flour Code, Improved (5 letter revision)** Sixth Edition. Retaining the essential features of the 5 edition published in 1901, for use in domestic and export trade. Size 6x7 inches, 304 pages. Bound in flexible leather, \$12.50.

**Calpack Code (1923)** is designed to succeed and replace the codes published by the J. K. Armsby Co., and the California Fruit Canners' Ass'n in the fruit and vegetable packing industry. Size 6¼x8¼ ins. 850 pages, bound in keratol. Price \$10.00.

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## GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.



## Supreme Court Decisions

**Oral Claim for Telegraph Error Valid.**—Where one claimed damages for delay in delivery of telegram by dictating claim to agent of company, right to recovery under contract was not defeated by failure to make out claim himself.—*Western Union Telegraph Co. v. Fleming*. Supreme Court of Arkansas. 265 S. W. 360.

**C. I. F. Contract.**—Under c. i. f. contract, in absence of anything to contrary, seller completed contract when he delivered goods to ship, paid freight to destination, and furnished buyer customary documents, and, title having passed by such delivery, all risks of loss or deterioration while goods were in transit rested on buyer.—*Bullard et al. v. Morgan H. Grace Co., Inc.* Supreme Court of New York. 206 N. Y. S. 335.

**Arbitration.**—Arbitration Law does not make arbitration contract self-executing, and parties may still revoke, waive, abandon, or break contract, and when so broken it may be enforced only under section 3, requiring application to court, and hence, where one party and one arbitrator refused to consent to final submission, award by remaining two arbitrators without court order was unauthorized.—*Bullard et al. v. Morgan H. Grace Co., Inc.* Supreme Court of New York. 206 N. Y. S. 335.

**Pool Member not Bound if Pool Breaches Agreement.**—A co-operative ass'n, organized under P. L. 1920, p. 300, to distribute eggs of its members, held not entitled to equitable relief against one of its members for violating terms of membership agreement, in view of its own breaches of the agreement, by employing brokers, failing to properly grade eggs, etc., unless such member was estopped to rely thereon.—*New Jersey Poultry Producers' Ass'n v. Tradelius et al.* Court of Errors and Appeals of New Jersey. 126 Atl. 538.

**Shipper Bound by Unsigned B/L.**—To make such declaration or agreement effective and binding upon the shipper, it is not essential that the writing containing such declaration or agreement be signed by the shipper; but it is sufficient if the carrier's receipt or B/L given to the shipper on receipt of his goods for shipment contains such declaration or agreement, and the shipper accepts, receives, and acts upon such receipt or B/L; the shipper by his acceptance thereof being presumed to know and accept the terms and conditions of the written receipt or B/L.—*American Railway Express Co. v. S. & W. Estroff*. Supreme Court of Georgia. 125 S. E. 40.

**Carrier's Time to Recover Charges Limited.**—Where an action by a carrier to recover charges was not barred by the state statute of limitation of three years, but a reasonable time for commencement of the action still remained at the time of enactment of Transportation Act Feb. 28, 1920, § 424 (3), being Comp. St. Ann. Supp. 1923, § 8584, and providing that such actions shall be begun within three years from the time the cause of action accrues, "and not after," the federal statute should not be construed to extend the time for bringing the action for three years from the date of its passage and beyond the time fixed by the prior state statute, which it superseded, but should be construed as it reads, and the action is barred in three years after the cause of action accrued. The provisions of Interstate Commerce Act requiring carriers to charge no less than their published rates, and giving them the right to recover the difference if a lower rate is paid, are not for the benefit of the carrier, but for the protection of the public from discriminations, and a limitation by Con-

gress of the time within which an action for such recovery may be brought violates no vested right of the carrier.—*Button v. Atchison, T. & S. F. Ry. Co. U. S. Circuit Court of Appeals*. 1 Fed. (2nd) 709.

**Bank Failing to Prevent B/L Cannot Recover on Draft.**—Promise of defendant to pay drafts drawn upon it held one to pay only if invoice and B/L were attached, and plaintiff bank cashing draft, though with B/L attached, could not recover on mere showing of presentation of drafts to defendant without Bs/L.—*Citizens' Bank of Fort Valley v. Henry J. Perkins Co.* Supreme Judicial Court of Massachusetts. 145 N. E. 280.

**Liability of Manufacturer of Feed.**—The purchase of cotton seed hulls for feeding had right to rely on seller's expressed warranty of soundness, and assume that hulls were serviceable for purpose for which sold, and refusal of a special charge susceptible of construction, by inference, that some duty of inspection rested on plaintiffs, was proper.—*San Marcos Oil Mill Co. v. Syars et al.* Court of Civil Appeals of Texas. 25 S. W. 173.

## Liability of Cargo Owners for Delay in Unloading.

The owners of the lake steamers James P. Walsh and Joseph Wood brot suit against cargoes of grain, to recover damages for detention and delay in unloading at elevators in Buffalo in the month of October, 1922. The libels substantially allege that the cargo owners designated a care party in the B/L and failed to arrange with him for unloading at any elevator with reasonable dispatch on arrival of the steamers in port, and within the terms of the B/L under which the cargoes were accepted. The grain was loaded aboard the steamers at Ft. William and Port Arthur, on Oct. 9 and 10, respectively.

The evidence shows that one Scott, a vessel charterer at Cleveland, entered into a verbal arrangement with the local agent of the M. A. Hanna Co., manager of lake steamers, for charter of a steamer to load grain during the first 10 days of October, 1922, the cargo to be consigned "in care of Douglas, Buffalo." This arrangement was subsequently confirmed in writing. Douglas, as care party, was suggested by the agent of the steamship, owing to the fact that at this time there was slow unloading of boats at Buffalo, but Douglas consignments, it was believed, would be promptly unloaded. The steamer Wood was later designated as the carrying vessel, and on Oct. 8 she took aboard various cargoes of grain at Ft. William for transportation to Buffalo. It appears that the charterer, Scott, had business connections with the Tomlinson Company, of which one Spendlove was agent at Winnipeg, and who was notified of the charter, and later that the steamer Wood had been selected. On September 19th, before the steamer Wood was named, Spendlove agreed to supply space for the transportation of 100,000 bus. of grain to Buffalo for Parrish & Heimbecker, and 200,000 bus. for the Globe Grain Co., Limited. On Oct. 4 he agreed to transport 70,000 bus. of grain sold by the latter to Milmine, Bodman & Co., on the steamer Wood, and also the 100,000 bus. belonging to Parrish & Heimbecker.

The balance of the space he assigned to James Richardson & Sons for the transportation 186,000 bus.

In these various shipments it was definitely understood that the grain must be consigned to the care of Douglas. Upon this point Heimbecker testified that he went to Spendlove's office and asked for grain space to Buffalo, and Spendlove replied that he would give him some; that he could give him space on consignment to Douglas as care party, and that a short time later he returned to Spendlove's office and said, "I will accept that," and the arrangement was later confirmed. The Parrish & Heimbecker shipment had been sold to C. F. & G. W. Eddy, Inc., of Boston, and the sales slip refers to Douglas as care party. Bs/L were issued during the progress of the loading, after notification as required by customs, to the Lake Shippers' Clearance Ass'n. When the vessel arrived at Buffalo, her entire cargo of grain owned by different parties was in condition for unloading. The Parrish & Heimbecker grain, the Milmine-Bodman grain and 10,000 bus. consigned to Richardson were contained in holds 1 and 4, while 175,740 bus. for Richardson were in holds 2 and 3. When the carrying vessel was en route, Douglas was notified of the consignment, and Parrish & Heimbecker and Milmine, Rodman & Co. were immediately notified that the shipments would not be received by him, and subsequently unloading at the elevator docks under his management was refused; but the Richardson consignment was accepted and quantities in holds 1 and 4 were promptly unloaded, while the grain in holds 2 and 3 was only partially unloaded since the safety of the vessel required unloading the Parrish & Heimbecker and Milmine-Bodman grain before unloading the remainder.

The vessel was taken to another dock and arrangement made with the Williamson Forwarding Co. to become care party for the Parrish & Heimbecker and Milmine grain, and unloading was not possible until Oct. 23, a delay of 7 or 8 days. Thereafter the steamer Wood was again taken to the Douglas Elevator to complete unloading of the Richardson grain.

When Douglas learned that the 92,680 bus. shipped on the Walsh care "E. T. Douglas Eastern Grain & Elevator Co." was for the Chesapeake Export Co. and to him he gave notice that he would not receive the grain. It was unloaded by the Western Elevating Ass'n after a delay of 7¾ days.

The defense was that there was an extraordinary congestion at the port, resulting in unavoidable delay in unloading, a condition that was generally known to transporters of grain on the Great Lakes.

The court, in a decision given July 26, 1923, said: The refusal of Douglas to accept the grain I find is not attributable in any sense to the carrying vessel. He was not the agent, either the steamer Walsh or the steamer Wood, and the agents of the boats were not acting for Douglas or any elevator represented by him. There was no understanding, express or implied, that they, or either boat, should solidify Douglas consignments.

Assuming it necessary to determine what the prevailing custom of the port was in 1922 as to the nomination of a care party, I think that the weight of the testimony would require me to hold that, since the dissolution of the Western Elevating Ass'n in 1916 and the separation of certain elevators (but not the Granmer-Douglas elevators, which are operating independently) into groups for their benefit, the care parties are commonly included in the Bs/L by prior arrangement with the grain owner, either before loading aboard the steamer or, when no nomination is made in the billing, before or at the time of arrival in port. It is not always an express prearrangement as to separate shipments, but an implied understanding, from the fact that the owner of the shipper is regarded as a customer either of certain care party or of a certain elevator or elevators. As the witness Smith, for respondent, who has had long experience in such matters, has testified:

"Exporters in New York have certain men who work for them as care parties in Buffalo. They don't make specific arrangements for each cargo. They have a general running arrangement by which they say to a man in Buffalo, 'Our cargo, or some of our cargo, goes to you. And the first the care party knows in the

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## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**C. & A.** supplement No. 1 to tariff No. 1596-H, I. C. C. No. A-1740, effective Jan. 4, adds the St. Louis, San Francisco & Texas Railway, St. L. S. F. & T., to its list of participating carriers.

**A. T. & S. F.** supplement No. 1 to tariff No. 7481-K, I. C. C. No. 10024, issued Nov. 29, suspends the said tariff until Mar. 31, under I. C. C. investigation and suspension docket No. 2281.

**L. A. Lowrey** supplement No. 5 to tariff No. 20-N, I. C. C. No. 66, naming local and joint terminal charges, rules and regulations from or to points within the Chicago district, gives several new facilities and rate bases, effective Jan. 12.

**C. R. I. & P.** supplement No. 13 to tariff No. 28405-E, I. C. C. No. C-11020, effective Dec. 12, suspends C. R. I. & P. supplement No. 10 to tariff No. 28405-E until Feb. 12, 1925, as well as other schedules under suspension by I. & S. docket No. 2180.

**A. T. & S. F.** supplement No. 26 to tariff No. 5588-M, supplement No. 25 to I. C. C. No. 9317, effective Dec. 31, makes several reductions in rates applying on grain and grain products, and gives minimum weights and loading rules for grain and grain products.

**E. B. Boyd** supplement No. 12 to Circular No. 11-B of Western Trunk Lines, I. C. C. No. A-619, effective Jan. 15, permits Minnesota and South Dakota intrastate traffic to substitute freight bills or tonnage slips on transit shipments of grain, grain products and grain by-products.

**C. R. I. & P.** supplement No. 9 to tariff No. 27537-I, I. C. C. No. C-11240, effective Jan. 8, increases the rates applying on wheat, buckwheat, corn, corn meal, and flour from Atchison, Kansas City, Leavenworth, Kan., and Kansas City, North Kansas City, St. Joseph, Mo., to Paducah, Ky.

**C. I. & L.** supplement No. 8 to tariff No. 520-B, I. C. C. No. 4209, effective Jan. 10, cancels and eliminates several routes which have proved ineffective and gives numerous grain and grain products rates from Chicago and nearby territory to points in Indiana, Ohio, Michigan, and West Virginia.

**E. B. Boyd** supplement No. 26 to Circular No. 1-R of Western Trunk Lines rules, regulations and exceptions to classifications, I. C. C. No. A-1444, issued Dec. 6, suspends E. B. Boyd supplement No. 24 to Circular No. 1-R, I. C. C. No. A-1444, which was to have become effective Dec. 25, until Apr. 24, 1925.

**C. R. I. & P.** supplement No. 1 to tariff No. 31408-E, I. C. C. No. C-11394, issued Dec. 4, further suspends the tariff mentioned until Mar. 31, 1925, the I. C. C. investigation and suspension Docket No. 2281. The tariff covers grain and grain products from Western points to Mississippi River crossings and Southern points.

**C. R. I. & P.** supplement No. 12 to tariff No. 28405-E, I. C. C. No. C-11020, issued Nov. 14, suspends that portion of supplement No. 10 to tariff No. 28405-E, I. C. C. No. C-11020, on page 3, all provisions applicable in connection with Index Nos. 3901 to 3930, inclusive, and all provisions applicable in connection with Index Nos. 3986 to 4029, inclusive, until Dec. 12.

### Central Sales Organization Planned.

A conference of co-operative wheat growers ass'ns in Kansas City, Mo., on Dec. 9, resulted in the drawing up of tentative plans for organizing a central sales agency for marketing wheat raised by members of co-operative organizations in 11 states.

Only 6 states, Texas, Oklahoma, Kansas, Nebraska, Minnesota and North Dakota, are included in the tentative organization completed. At the first meeting of state trustees these states will join the national organization, on the condition that the present plan is indorsed by a majority of co-operative states, which also include Colorado, Indiana, Montana, New Mexico, and South Dakota.

## HESS PNEUMATIC GRAIN DRIERS

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For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

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## Clark's Wagon Load Grain Tables

(ON CARDS)

show the reduction of any weight of grain from 100 to 4090 pounds by ten pound breaks, to bushels of 32, 48, 56, 60 70 and 72 pounds.

Six tables printed in two colors, on both sides of three cards, size 5½ x 10½ inches. Price 65 cents, postage 4 cents.

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matter is when he gets notice from the vessel agent that a certain parcel of grain is consigned in his care. But it is for a usual customer. That is the real practice.

"By the Court: Q. Supposing I was a shipper of grain, and I was not a regular customer of a regular care party at Buffalo, would it be necessary that I should communicate with the care party stationed at Buffalo before I specified or nominated a care party in the bill of lading? A. Not absolutely necessary.

"Q. What is the custom in relation to that? A. You usually would.

"Q. You usually prearrange by communicating with a care party and requesting him to act as care party? A. Writing him and requesting him to act as care party. \* \* \*

"By the Court: Q. So it is really up to the care party as to whether he wants to act as such? A. Yes; the care party being a trustee, he can not be made to act, he can act or not as he chooses."

It is next contended that the claim for demurrage cannot be sustained, since the B/L contains no demurrage clause, and no negligence has been shown on the part of the charterer. When no lay-days are stipulated, it is implied that the cargo will be unloaded within a reasonable time, and the burden of proof as to negligent failure to comply rests upon the libellant. But this principle does not apply to this case. If the B/L had not actually specified the care party, which was tantamount to specifying the particular place of unloading, this rule might have application. But, as heretofore pointed out, and as said in Pioneer Fuel Co. v. McBrier, supra: "When the shipment is to a particular party, having known special conveniences for unloading, that fact enters into the contract, and determines the question of reasonableness in the discharge of the cargo."

Loss and damage concededly was sustained by the carriers for the failure of the designated care party to unload the vessels at an elevator under his control and in turn of arrival, and accordingly the cargo must be made to pay, and it makes no difference that the steamers went to another elevator in port where they were unloaded in turn.—Eastern Steamship Co. v. 170,000 bus. of wheat; and Pioneer S. S. Co. v. 92,680 bus. of wheat. U. S. District Court, New York, 1 F (2d) 558.

## Coaxing Smiles

[Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, care Grain Dealers Journal.]

### Willing to Buy Relief Corn.

Writing about funny experiences in the Grain Trade. Here is one that is true.

A few years ago when we were gathering corn for the Russian relief, an old German came into the office one morning and asked "Haf you any corn in the elevator?"

At first I told him, "We have not," and then I happened to think that there was a load of corn delivered the day before for the Russian Relief. I then told him "We have one load of Russian Relief corn in the elevator."

I presume he thought that this was some kind of new corn that he had not heard of before, so he said, "I'll buy it, if hogs will eat it."—Respectfully, Wm. Morris, Mgr. Union Grain Co., St. Libory, Nebr.

### Wash Wheat Before Chewing.

One warm day last fall I had just finished loading a car of wheat. I had been in the car shoveling back the wheat and had my overalls rolled up so that my old dirty shoes got well filled with wheat and my legs got so black I wondered if they really belonged to me. After I had finished my hot task I went out on the scale platform and emptied my shoes of a lot of fine appearing wheat. I was still perspiring freely from my labor and mopping my brow when along came a fire insurance inspector who began to question me about the elevator. Casually he grabbed up a lot of wheat I had emptied from my shoes and threw it into his mouth. I looked at him with some amazement and said, "I wouldn't eat that wheat. It is pretty dirty and I just dumped it out of my shoes. I have been in the car loading and judging from my legs the wheat isn't very clean." He began to spit and sputter, got red in the face and blowed that wheat out so quickly he nearly spit it into my face. When he had most of it out of his mouth he expostulated "That is a hell of a place to dump wheat!"—L. A. Brooks, Oxford, Kans.



## Commercial Value vs. Physical Values.

BY EUGENE ARMS of Mutual Fire Prevention Bureau.

The question as to whether the proper basis for fire insurance is the commercial value or the physical value is often debated and yet it would seem to be scarcely a debatable question.

The basis of a fire insurance contract is "the actual cash value. . . with proper deduction for depreciation however caused," with further stipulation that it shall not exceed the cost of replacement. It has repeatedly been held by the Courts that obsolescence comes legally within the meaning of the clause quoted and that deduction may be made therefor in the settlement of fire claims. A machine which through the development of new methods or processes becomes no longer usable is not insurable on the cost of replacement. Again courts have held that depreciation may be caused by the location of a manufacturing property in relation to its raw materials and markets. A saw mill which has exhausted its supply of timber is legally depreciated far below cost of reproduction because of its location.

Entirely aside from the legal status, insurance in excess of the commercial value of the insurable property cannot be justified. The underlying principle of all insurance must be protection rather than profit. That more should be paid for the ashes than the property was commercially worth while intact, is absurd.

Commercial value is not necessarily the price for which a property would sell if thrown on the market, although under a condition which seems to make a sale unavoidable that may be the commercial value. The Insurance Companies should not offer the best market.

No fairer guide may be taken to commercial value than the record of profits over a term of years. Values on properties in good physical condition may be materially reduced by their location in relation to raw materials or markets, or by conditions of competition or simply by the inability of the owners properly to finance and operate the business.

Protection against loss must be the basis of all insurance. Profits or the possibility of profits should not be requested by the assured or permitted by the fire insurance companies. Otherwise the fire losses will continue to mount, and as usual the public will pay through increased rates.

## Too Much Insurance was not Enough.

The Voltaire Farmers Elevator Co., of Voltaire, N. D., without too much working capital, was going along smoothly under the protecting wing of a grain commission house, when a fire destroyed the elevator and started a lot of trouble.

After the fire it was discovered that the \$17,000 insurance did not cover the loss on the 23,000 bus. of grain in the house, amounting to \$28,000. The loss on the building was \$9,000, and the insurance \$7,000.

As much of the grain in the house had not been paid for, but was being held for the account of the owners of the grain, to be sold later, or shipped out for the account of the owners of the grain, the elevator company, after the fire found itself liable as bailee, and especially under the North Dakota state statute requiring an elevator operator to insure the grain of others stored with him, and permitting him to charge therefor.

As provided by the state law the elevator company had given the usual bond, which was \$5,000, required of warehousemen, but with this added to the insurance paid by the mutual fire insurance companies who were on the risk, the elevator company did not possess sufficient funds to discharge its obligations to the owners of the grain.

"Excess" insurance on its grain in the house was held by the North Dakota Wheat Growers Ass'n, representing farmers who had pooled their crops with the Ass'n, under a policy issued

by the Hartford Fire Ins. Co.; and the pool also had the protection of \$100,000 insurance issued by the St. Paul Fire & Marine Insurance Co., with a provision that not more than \$10,000 should be applicable to grain in any one elevator in the state.

An interesting question has arisen as to who should stand the loss of about \$6,000, representing the difference between the \$17,000 mutual insurance, plus the \$5,000 bond, and the \$28,000 loss on the grain. The St. Paul Fire & Marine under its state-wide policy applying \$10,000 to any single loss, seems to be liable for the \$6,000. The Hartford disclaims liability. It is said that the pool has started suit against the elevator company.

## Ruling on Co-operative Test Coming.

A ruling on whether the co-operative marketing law of Minnesota is valid is due by Jan. 1 in the case brought by Louis Schwartz, Morristown, Minn., storekeeper, against the Rice County Egg & Poultry Ass'n, involving Clifford L. Hilton, Minnesota attorney general and 150 co-operative marketing organizations. The case was explained on page 744 of the Dec. 10th number of the Grain Dealers Journal.

Further developments show that briefs are on file in the Ramsey County District Court in the injunction suit aimed at the co-operatives and Judge Charles Bechhoefer has said he would file a decision by Jan. 1.

Schwartz is said to be backed by funds large enough to carry the case to the Supreme Court, if necessary. His attorneys, in their brief, said the United States Supreme Court made a ruling in 1901 covering the point at issue, the question of the right to solicit the produce of a member of a co-operative.

## Books Received

**PLANNING YOUR BUSINESS AHEAD**, a pamphlet which has been issued by the National Chamber, contains a warning that only by budgeting can the retailer guard against failure and insure the continued successful operation of his business is sounded in the pamphlet. The majority of merchants rely too much upon their memories as depositories of information, thereby forfeiting the advantages that records assure for planning future operations. "Competition is very keen," it is stated in the pamphlet, "and those who regard their business as a vital part of their lives will not neglect so simple and inexpensive a means of establishing and conducting their business upon the soundest principles. When a merchant maintains proper records; when he knows his costs of doing business; and when he utilizes the records of the past to the best advantage in planning for the future; then, and not until then, will he do justice to himself and to his business." The pamphlet, "Planning Your Business Ahead," will be mailed upon application to the Domestic Distribution Department, Chamber of Commerce of the United States, Washington, D. C.

**ELECTRIC POWER FOR COUNTRY ELEVATORS**, by R. D. MacDaniel, manager of the service department of the Grain Dealers National Mutual Fire Insurance Co., Indianapolis, Ind., is designed to give country elevator operators, who are prospective users of electricity and electric motors for power, an idea of how to go about securing a safe and satisfactory system. Information is given on the requirements of the power companies, the cost of power, and particularly on the arrangement and kind of equipment to be driven and the advisability of making the motors easily accessible. The value of low speed motors for elevator operation is thoroughly explained. Elimination of the dust hazard, protective devices, overload relays, low voltage release, and auxiliary equipment are fully discussed. Recommendations are made for protection against personal hazards, such as charged knife switches and accidentally charged conduits, and against lightning and high voltage. Part 2 of this booklet explains the different types of motors and control apparatus, including single, three phase, squirrel cage, self-starting, slip ring, and direct current motors. Numerous illustrations

make clearer the explanations. In conclusion this handsome 52-page booklet, printed in clear type on fine, white paper, says that to secure safe and satisfactory electrical power installation it is necessary to be willing to pay for it, to consult a competent millwright, and engage an electrician who knows his business.

## Insurance Notes.

The Illinois State Fire Prevention Association intends to put Illinois at the head of the list in the fire prevention movement, says W. J. Rearden, pres. of that organization. Arrangements are being perfected for a large number of inspections during 1925.

Watchmen are careful to keep an eye on a strip of ground between the Varick Canal and the Oswego River at Oswego, N. Y., where the National Starch Co.'s plant is located. Considerable malt was dumped there many years ago when the Stevens malthouse was destroyed. Fire has smoldered in it for 27 years. At times the odor can be detected all over the city and occasionally volumes of smoke issue from the pile.

The com'te on fire insurance of the National Convention of Insurance Commissioners will hold an important meeting at the Hotel Astor, New York City, Mar. 15-20. Public hearings on conflagration hazards and underwriting profits, uniform laws, and contingent commissions will be conducted. Decisions on these matters have been sought for years and they will dispel doubt as to the attitude of state supervising officials regarding them.

Due entirely to their being covered with sheet metal the engine house, office building, lumber yard and storage house, detached from the elevator of the Marietta Stock & Grain Co., Marietta, Kan., were not damaged when the elevator was destroyed recently by fire. Loss amounted to approximately \$10,000. Practically 8,000 bus. of grain were destroyed. Insurance equaled \$7,000. The loss would have been much greater had not the detached buildings been iron-clad.

Fourteen of the many British insurance companies doing business in America paid taxes to their home government of £5,000,000 (over \$24,000,000), of which more than £3,000,000 (over \$15,000,000) was the profit these companies made on their American operations. That money is gone. It will never again serve a useful purpose in America. That much wealth, created by American industry, by the use of American capital, has left American circulation in one single year, to be transported to Great Britain where it will possibly be served out in unemployment doles.—J. C. Adderly.

## Revision of Insurance Rates.

Revision of the rules, classifications and rates for the miscellaneous lines of public liability and property damage insurance becomes effective Jan. 1, announces Peter Malah, Indianapolis manager for the National Bureau of Casualty and Surety Underwriters, a national rate making organization.

Tenants, residence properties, elevators, teams, public liability, property damage liability, are included in the changes which will affect insurance the country over. Recognizing that liability conditions within similar classes of risks differ materially in various sections of the country the rate makers have placed the rates for owners', landlords' and tenants' public liability insurance on a territorial basis. Under the existing rates, losses have mounted rapidly.

The new rates will create a level 28 per cent higher on the whole than the old level. In greater New York exceptionally heavy losses have been borne and rates have been increased 190 per cent. In the remainder of the country increases will amount to 1.5 per cent.



# ACCOUNTBOOKS FOR GRAIN DEALERS

**GRAIN RECEIVING BOOK Form 12 AA** is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8¼x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 41 wagon loads and each book has 200 pages or spaces for records of 8,200 loads. The book is well printed, ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2¼ lbs.

**GRAIN SHIPPING BOOK Form 14 AA** is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10¼x16½ inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial. Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination, Grade, Difference, Bushels Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

The book contains 76 double pages, with room for records of 2,250 cars, is printed on linen ledger, well bound in heavy canvas covers with keratol corners. Weighs 4 lbs.

**COMPLETE SET FOR \$6.50**

**GRAIN DEALERS JOURNAL**

309 So. La Salle Street, Chicago.

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Form 51 duplicating, size 5½x13¾ inches is formed of 100 pages of white bond paper for the 500 original tickets, machine perforated for easy removal, 100 yellow post office paper for the 500 originals which remain in the book and 4 sheets of carbon paper bound in back. Each ticket provides spaces for "Number, Date, Load of, From, To, Gross .....lbs., Tare .....lbs., Net .....lbs. Net, ..... bus., \$. ....Due to ..... or order, .....Weigher.

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**Grain Dealers Journal**

309 So. La Salle St.

Chicago, Ill.

## COLD WEATHER HAZARDS

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**LIGHTING**—Lamps and Lanterns are safe, if YOU make them so.

**POWER**—Gasoline and oil engines are a little slow this time of year; the careful man doesn't take unnecessary chances in getting them started.

**OILING**—Should have more attention in winter than in summer.

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or competitors, we extend our  
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holiday season, and a New Year over-  
flowing with the good things of life.  
May 1924 prove a Happy and Prosperous  
Year to You and Those Near and Dear to You.

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to each and  
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